

"BOOK REVIEW" NUMBER

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCVII.

NEW YORK, JANUARY 17, 1920

No. 3

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**Spring
Announcement
Number
(March)**

Subscriptions

All orders for copies for distribution should be sent to this office. There is no change in rate from that established by Herbert S. Browne Co.

Advertising

Copy is due as usual not later than February 5. For this special number it is advisable that copy be submitted earlier than that date to

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As previously announced the R. R. Bowker Co. has taken over the ownership and management of this important bookbuyers guide. Under the management of the Herbert S. Browne Co. it has grown to be the most widely accepted and distributed medium in the book trade.

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After many delays due to difficulty in getting the manuscript and to the printing strike, "the most important book of the war"—

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By ERICH VON LUDENDORFF

is definitely announced for publication on January 31st. The delay has only whetted public appetite for the important revelations which Ludendorff has to make.

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UNBROKEN LINES

UNBROKEN LINES. By Harriet T. Comstock. Illustrated by E. F. Ward. Doubleday, Page & Co.

HERE is a novel that may be said to have a purpose, yet the story itself is not interfered with by the thought that lies within it. It is the story of a girl brought up in the mountains by her widowed father, a man of deep nature and such education as he has been able to find in nature, from books, from contact with men worth the knowing whose guide and friend he was during years. The girl, Glenn, has the quality of the hills, the sincerity of her upbringing, in her character. She is an attractive and living creature. In addition to her father two men bear upon her life. She marries the wrong man, and the book is largely concerned in showing the effect upon her of this marriage, and its results.

Running beside this main theme is that of labor and capital at grips with each other, as revealed by the relations between Dick Carrington and the men, or hands, as he prefers to call them, who work in his factories and bring him his wealth.

Carrington regards these workingmen as something entirely beneath his consideration. What they want or are is no concern of his. His sole contact with them is what they produce, and the price for which they produce it.

It is here that Glenn and he first come to an issue, for it is he whom Glenn has married, carried away by the young girl's love for love, which has been lit in her during several months of comradeship with the right man. He, a dreamer, and caught by the perfection of this mountain child, which he hesitates to touch or to disturb, loses her through the unselfishness of his feeling. Dick steps in at the one hates to use the phrase, but it fits—psychological moment, and wins her, stirring to new revelations as she is. He is as much in love as he can be, and genuinely delighted by the girl's beauty and unusualness. And he means to make her over according to his own pattern, even as he gives her Paris frocks to replace the breeches she wore on the trails of her own country.

The story seeks to answer the question as to whether, the mistake made, Glenn should make the best of it and remain the wife of a man whom she does not love, who is alien to her in all that means life as she knows and wants it, or whether she should acknowledge her mistake and refuse to continue to be bound by it. She wants true love and real companionship, she wants children and the full realization of her woman's powers and duties.

Just what her conclusions are and how she reaches them, it is not the province of a reviewer to relate. What is important is that the book is written with great sincerity and conviction. It is a genuine expression of faith. It is the enunciation of a belief that it is the right of a human being, man or woman, to develop according to the plan within, not to be molded according to the inherited notions or the desires of other persons. Not only Glenn but other characters in the story have to work out their own answer to the same problem.

Simply as a story the book is most readable. It has tension, it has some delightful descriptions of nature in various moods, and it has living people who waken sympathy and liking.

The title suggests the theme of the book. There are two lines followed by the children of men, the Christ line, whose ideal is love and service and the law of God, the Pontius Pilate line, whose ideal is man-made law. These lines cannot merge. Beverly Train, chained to an invalid's chair all her life, takes in some sort the part of chorus, interpreting, seeing, guiding both her friends in the book and the reader. It is she who points out these unbroken lines and explains them. Her own work is to create opportunity and to give training to those who are deprived of these by the world, and courageously she fulfills her mission.

Perhaps there is a tendency to sentimentalize, which might be avoided with benefit in Mrs. Comstock's work, but "Unbroken Lines" is worth reading and worth thinking over.

A reprint of the review which appeared in the December 21st *Times Book Review*, of

UNBROKEN LINES

by HARRIET T. COMSTOCK

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Harper & Brothers

Est. 1817.

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EDWARD J. CLODE

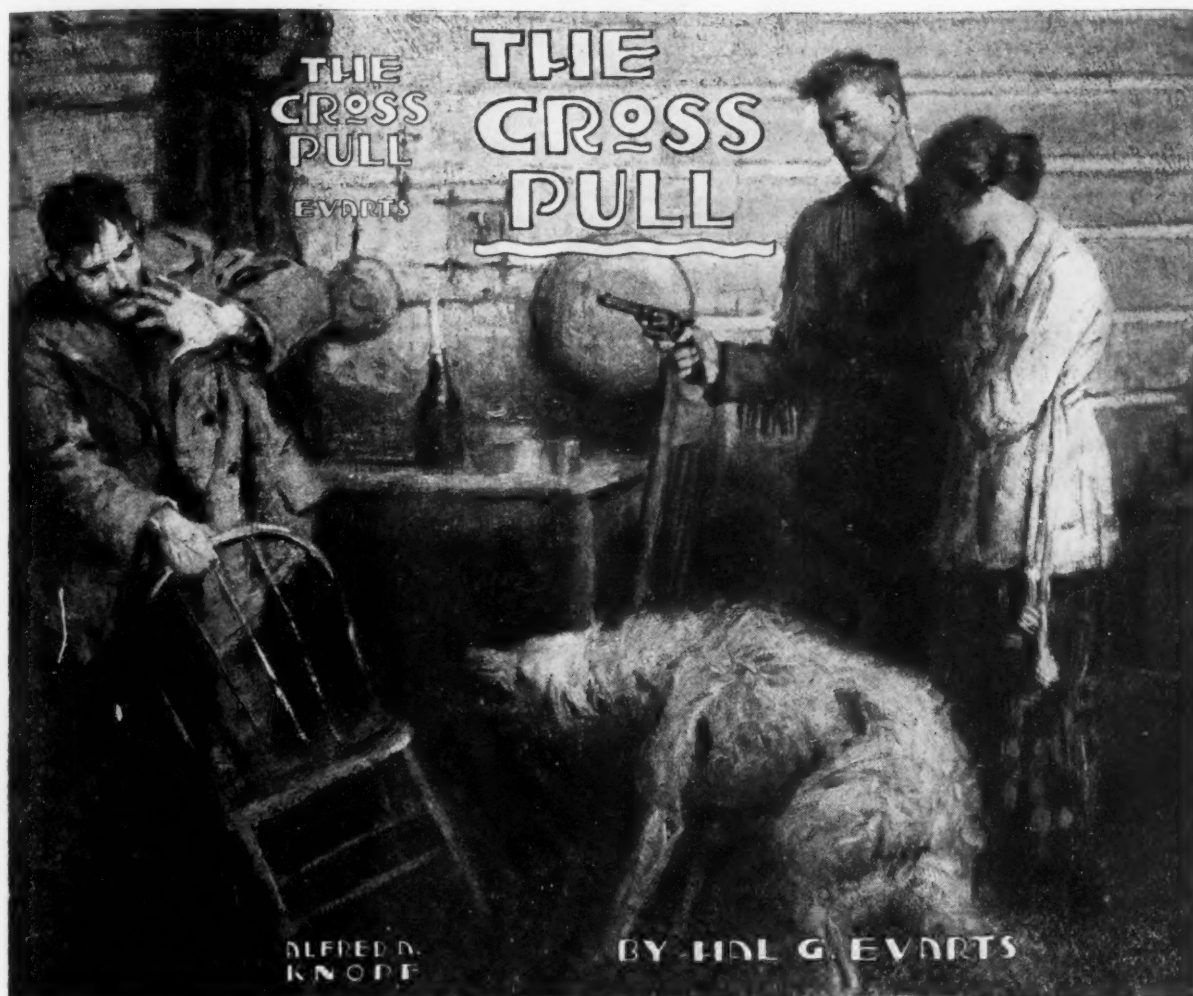
Publisher

NEW YORK

ALFRED A. KNOFF



220 W. 42d St., New York



A Frank Statement

I am rounding out my list. *The Middle Temple Murder* (now 5th edition and still going strong) gave me a detective story winner. Meanwhile I was looking for a western story. When I came back to the office from my first fall trip, I found the manuscript of *The Cross Pull*. I read it and accepted it just as *The Saturday Evening Post* bought it for serialization.

The Post printed it about six weeks ago. Then some of the other publishers began to be heard from. They wanted *The Cross Pull* and since they couldn't have that they wanted Mr. Evarts' next book. One of them wrote him: "We feel that *The Cross Pull* . . . is the best animal story we have read since *The Call of the Wild* and we should feel proud to have such a story on our list."* A Grosset & Dunlap salesman read it and said he could compare it only with Curwood's *Kazan*.

Now we're all out in this office to show what we can do with that kind of a book. There are others by Mr. Evarts to follow it up with. I solicit your helpful and friendly cooperation without which we can do nothing.

If you want to read *The Cross Pull* send in for an advance copy *at once*—for copies for your clerks if they'd help. If you've already ordered the book—let us double your order; if you haven't seen it—wire at once at our expense.

It is the best merchandise that has ever borne the Borzoi Trade Mark and I am going to push it as I have never pushed a book before.

*Name on request

Alfred A. Knoff

5,000

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- (1) Americanization through reading
- (2) Citizenship
- (3) Publicity for good books
- (4) Increased use of print by professional, business and industrial associations
- (5) Publication of bibliographies of special value for the promotion of reading.
- (6) Development especially of juvenile reading, etc.

IN PUBLISHERS' 1920 ADVERTISING PLANS

The steadily increasing co-operation of librarians in extending the influence of their local bookstores, as well as their participation in great national book campaigns such as Children's Book Week merits the careful consideration of publishers.

REACH THE LIBRARIAN

For more than forty years the leading publication in the library field has been the *LIBRARY JOURNAL*. Today it is the only publication giving timely, periodical service to librarians. Published twice-a-month. Send for the latest number. Advertising rate schedule on application. Our forms are open until January 24th for the first February number.

THE R. R. BOWKER CO., Publishers

62 WEST 45th STREET

NEW YORK

The Secret

IF we had to write a six-word book on making a book store pay, we'd say "Get the names of your customers."

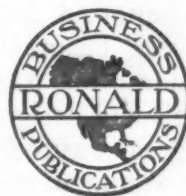
What would the profits on safety-razors amount to if it wasn't for *selling the blades* later?

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"We need The Business"

By JOSEPH E. AUSTRIAN

Without recourse to broken English or misspelled words, it gives the whole busy life of the Ready-to-Wear trade in riotously funny letters. But your customer doesn't have to be in the Waist business to enjoy the book. The shrewd philosophy of its running fire of comment on present-day business applies to any line of work. Tell your business man to buy it in batches and give a copy to every customer, employee and business associate. It will keep the customer good-natured, the employee on the jump, and give his business friends a long, loud, hearty laugh.

Read what one of the leading organs of the Waist trade says:

"A more humorous and at the same time more accurate reflection of the 'ready-to-wear' business is almost inconceivable. Within the scope of its inimitably humorous pages we meet manufacturers, salesmen, buyers, credit men, models and designers. The book is a compendium of information of a shrewd, good-natured garment manufacturer with just enough humor and knowledge of human nature in him to give him amiability and character."

—*Daily Garment News*

With 25 illustrations by Stuart Hay

Net \$1.00

Publishers FREDERICK A. STOKES COMPANY New York

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

January 17, 1920

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

MID-WINTER BOOK SEASON

January 19th to February 28th

"GIVE A THOUGHT TO BOOKS!"**The 1920 Problem Will Be
Production**

WITH the shortage of paper becoming more acute, printers with book equipment busy to capacity, and book binders signed up for months ahead, the problem facing the publishing world is not only sales but production to meet sales.

If the paper maker endeavors to meet the increased demands, he is faced with a very real shortage of pulp. If the printer or binder endeavors to expand his plant he is faced with difficulty in getting quarters and months of delay in getting machinery.

One binder reports that he has signed up his plant for its full capacity from now on thru the whole year. Many printers who specialize in book work are more anxious to avoid new work than to find it.

If publishers are being obliged to make long plans ahead in order to produce sufficient quantities of books by the time needed, retailers, too, especially those who issue catalogs and do mail order business, may be obliged to place orders well ahead in order to have adequate stocks. As new machinery is received and turned to book production, the volume of output will increase and help to meet the fall needs, but in the meantime the task of the manufacturing man is bound to be a troublesome one.

There have been some fears expressed that, with a prosperous book market, publishers might busy themselves in rushing thru titles of little or doubtful value, but there will probably be little need to dread this, as publishers will need such press and binding capacities as they can arrange for to put out their most carefully winnowed choice of new titles and the most keenly needed of older items.

Our Unpopular Copyright Law

THE second number, the December issue, of the new English literary monthly, *The London Mercury*, has just reached this country. Among Mr. Squire's editorials is a severe arraignment of American copyright law, a law that keeps us out of the best international company as to literary arrangements, by requiring printing in this country to secure copyright protection. It hardly needs to be pointed out that both authors and publishers in this country are anxious to see a change made, and the Authors' League in America is working steadily to get opinion formulated to carry such a change thru.

The most practical argument for revision is that the printers, at whose behest this manufacturing clause was put into our copyright law, would probably get more printing contracts without this clause than with it.

In ten years there were approximately one hundred thousand bound books made in England. Of these, three thousand were registered in this country for *ad interim* copyright. Of the three thousand, one thousand were finally printed in this country, and it could be only on these titles that the American printers could get work for their shops.

What might well happen when copyright protection is granted without a manufacturing clause, is, that American publishers who had not made prompt contract for the printing of a good English book, might, a few months later, be ready to take on this volume, and at that time, being assured of copyright, be willing to undertake to push the book in this country. And pushing it here would mean manufacturing it here. Not every book capable of finding a good market in this country can be *immediately* recognized as a profitable proposition on the moment of English issue, and yet, if *not* immediately recognized under the present law and promptly manufactured in this country, it loses protection, and American publishers would naturally be less likely to invest and reproduce an unprotected book than they would a protected one.

The Authors' League expects to introduce a new bill into Congress shortly, and everyone, author, publisher or public, interested in having America take her place among progressive nations in this important field, should exert strong pressure to get attention to this bill.

Mr. Brainard Gets in the Headlines

THAT local city politics should reach out and entangle themselves with the publishing world is a new happening for the quiet confines of book producing. What possible connection could be found between New York traction fares and publishing?

Last summer when the effort to relieve the Interborough lines of New York from pending financial disaster was waxing more and more heated, the city government saw signs of undue influence being exerted by the traction interests to accomplish this relief and a Grand Jury was impanelled to investigate.

The president of Harper & Bros. was drawn on the jury and elected secretary of it. They called witnesses and accumulated evidence and then, late in the fall, the word spread that they had discovered much more to report about the city government than about the traction magnates. They requested that they be allowed to report to some other attorney than the District Attorney of New York, as some of the report might touch his department.

Governor Smith has presented two names as attorneys to receive the report, but neither proved satisfactory. The Grand Jury, believing their report to be of momentous importance to New York City, insist on delivering to unbiased hands.

Just at this time a book that Harper had published in the summer called "Madeleine" was brought to court as an immoral book. It was an authentic document recommended for publication by Judge Lindsey and by several literary advisers, but Harper promptly agreed to withdraw it from sale. Mr. Brainard as president of Harper & Bros. was brought into court and tho it was shown that he was without knowledge of the publication of the book and in Europe at the time he was kept to the front as principal in the suit.

This case, ordinarily good for three inches of space in New York papers and then oblivion, was blazoned forth in two column heads in every Hearst paper in the country, with strong emphasis on Mr. Brainard's iniquity. Many of the book-trade who saw the headlines wondered that Hearst should be appearing to try to shame the publisher rather than endeavoring to publish part of the text of

the book, but they could not know about the Grand Jury and its coming report.

Just what it is that Hearst dreads in that report is not known. The jury has done some of its work at its own expense; it means business, it has a secretary with a square jaw that spells fight. If New York City politics gets some of the showing up it deserves, the president of Harper may get headlines (in other papers than the Hearst group) as a hero rather than a culprit.

Standard Aids to Bookselling

"BOOKS OF THE MONTH"

NOW A BOWKER PUBLICATION

The R. R. Bowker Co. takes pleasure in announcing that it has purchased from the H. S. Browne Co. of Chicago all rights and assets in "BOOKS OF THE MONTH."

This periodical with its long and successful career and its assured place in the favor of booksellers and book readers should make an important addition to the book-trade service that is conducted from this office, and every effort will be made to sustain and increase its character and its usefulness.

There will be no change in the character or form of "BOOKS OF THE MONTH," which has proven itself the best envelope enclosure for bookstore distribution.

The February issue will be the last to be edited and distributed from Chicago, and beginning with the March issue all numbers will be prepared at this office, 62 West 45th Street.

Albert R. Crone, Circulation and Advertising Manager.

Dorothy H. Knight, Literary Editor.

All communications should be addressed to

Books of the Month,
c/o R. R. Bowker Co.,
62 West 45th St., New York.

EVEN AUTHORS NOW INTERESTED IN BOOKSTORE PROBLEMS

There has been such an increasing interest manifested in our magazines on the subject of bookselling, the retail end of the great game of book distribution (as shown for instance in the articles by Mr. Arnold and Mr. Newton in the *Atlantic*), that it is not unexpected that the authors themselves should be discussing this end of the book field and for this reason the leading editorial in *The Authors' League Bulletin*, written by Burges Johnson, is reprinted for book-trade reading.

"From producer to consumer" is a familiar slogan among those who are attacking the H. C. of L. The elimination of the middleman is commonly believed to be a desirable economic accomplishment.

The seller of books at retail is a middleman who takes a larger share of profit out of the commodities which he handles than either the manufacturer or the author of the book. It is safe to say that he exacts as high a percentage of commission for his handling as the middleman in any other field of trade. Yet there are social, if not economic reasons for his continued existence; reasons so powerful that they should enlist the support of all classes of the community in a movement to sustain him against the onslaught of his enemies.

Organizations which have been most effective in destroying small retailers and transferring some little part of their profits to the pockets of the public are the great department stores and mail-order houses. Such establishments, by eliminating waste in operation, have perhaps lowered the prices of many commodities, or at least retarded the rise in prices; and in the general run of trade they may have improved, or at least maintained service. What they have done for the maintenance of quality is not to be discussed here. But do we want them to dominate the book-trade?

Department stores and mail-order houses study the needs of the public and buy in large quantities from the manufacturer at a special price, goods that are standardized to fit average needs and wishes. When the bulk of the retail trade in any commodity falls into the hands of such establishments they can dictate to manufacturers. The unstandardized needs of small, widely scattered groups of purchasers are hard to collect and collate and more difficult for the manufacturer to satisfy.

Frequently the great department store or mail-order house finds it profitable to compete in the manufacturing field and operate its own plant for the making of standardized commodities.

What of the department store "book counter"? Naturally it must be a link in the endless chain of store "efficiency." It confines its attention to books that meet the needs of ninety customers and has no time for the whims of ten. It must deal in standardized fiction, and God knows there is plenty of that; and machine-written juveniles, and

center table gift books at holiday time. Its clerks, having risen from the Kitchen Crockery Department in the basement, are awaiting promotion into Ready-Made Clothing on the third floor; and, if we could, we would not bid them stay. Their taste in books coincides with that of the ninety. They have neither the time nor the inclination to study the needs of the ten.

Why should not standardized machine-made literature be sold by human automatons in a distributing machine geared for penny saving efficiency? It should, were it not for the fact that book shops need the profits from the sales of these quantity-sellers to pay high rentals and the wages of expert clerks. Then why not let the book shop go under? We cannot stop the operations of an economic law.

Without book shops as distributors, book publishers can reach the ultimate consumer in two ways: thru the department store book counter, and by a direct mail-order business. We can imagine the list of a publishing house completely under the control of department stores. On the other hand a publisher wholly dependent upon a mail-order business can afford to publish only such books as will repay popular advertising campaigns. They, too, must be books for the ninety and not for the ten.

For the ten like to look over books before buying; to browse, to gossip with a clerk who knows his stock-in-trade. The intelligent clerk in a book shop, especially trained for his task, is an asset to a community, following close behind the librarian in power for usefulness. No one doubts that book shops like Brown's in Chicago or Paul Elder's in San Francisco are definite aids in either city's intellectual and aesthetic growth, deserving to be listed with municipal galleries, museums and libraries, despite their commercial character. The same, of course, might be said of high grade shops that display and deal in paintings and sculpture.

How many cities in this country to-day of less than a hundred thousand population can support a well-stocked book store, where a shopper of cultivated taste can be well advised when purchasing? There are cities far larger without a single book shop worthy the name, and in many instances where one exists it must give the greater part of its shelf-space to merchandise of alien character in order to pay the rent. This is because the trade in standard sets and standardized literature has gone elsewhere.

Yes, the well-mannered, well-equipped book shop is a refinement of civilization for which the public evidently refuses to pay; and it is a convenience that we cannot have without paying for it. In the meantime standardization of reading matter increases apace. Oh, well, it all makes for efficiency. Machine-written books are easier to read, and one can think about other things while reading them.

There is a bright lining to our cloud. As publishers are forced into mail-order activities they are forced into further advertising in general periodicals and newspapers. As this book advertising becomes of increasing importance to the periodical publisher it occurs to him that his department of literary criticism and reviews might be somewhat improved. It is the salt wherewith he hopes to sprinkle the tail feathers of the space-buying book publisher.

He is right. His book reviews might be improved. Book reviewing as practiced in our average journal is at best a bedraggled fringe on the mantle of literature. In our average newspaper office it is a cheap by-product of hackwork.

"Give me a book," says the sport writer to the head office boy, who is acting literary editor; "My wife's sick and she wants something religious."

"Sure," says the literary editor; "take anything off that pile. You can have it if you'll review it."

There are notable exceptions to this method of procedure, and they are increasing in number. Much more should be said on this subject, and we shall give space to it in later issues. But in this brief space let us register optimism. Perhaps in time reviewers generally will take their talks so seriously that it will become unnecessary for the publisher himself to write his own review all over the starched bosom of a new book's dress shirt.

May Saint Cadmus hasten the day!

Twenty Novels Worth Reading

Mr. E. F. Edgett, literary editor of the *Boston Transcript* offers these as his suggestion of the novels of the half-year which may continue to sell on merit.

The Branding Iron by Katharine Newlin. Burt.

Deadham Hard by Lucas Malet.

The Four Roads by Sheila Kaye-Smith.

The Greater Glory by William Dudley Pelley.

The Great House by Stanley J. Weyman.

Helena by Mrs. Humphry Ward.

Jeremy by Hugh Walpole.

Jinny the Carrier by Israel Zangwill.

Mare Nostrum by V. Blasco Ibáñez.

The Moon and Sixpence by W. Somerset Maugham.

The Old Madhouse by William De Morgan.

The Passionate Pilgrim by Samuel Merwin.

Ramsey Milholland by Booth Tarkington.

A Servant of Reality by Phyllis Bottome.

Sir Harry by Archibald Marshall.

Sisters by Kathleen Norris.

Storm in a Teacup by Eden Phillpotts.

The Strong Hours by Maud Diver.

Sylvia and Michael by Compton Mackenzie.

The Young Visitors by Daisy Ashford.

A New York Course in Books and Publishing

A series of eleven meetings, which are to be held on successive Thursday evenings at the New York Public Library on books and publishing, was auspiciously opened on Thursday evening, January 8th, with a lecture by Mr. W. W. Ellsworth on "Forty Years of Publishing." Mr. Ellsworth is well known in the book-trade from his long association with the Century Company, from which he retired as president a few years ago. This lecture of his has proved one of the most successful lyceum lectures now being given in the country, and was enthusiastically received by this audience of two hundred. The book-trade was represented by several of the publishers and many from the offices of both publishing and retailing establishments. In the future lectures there will be open discussions.

On January 15th Dr. S. Marion Tucker, President of the New York Drama League, conducted the evening on Drama. On January 22nd Miss Jessie B. Rittenhouse will speak on Poetry, and on January 29th an evening on History and Travel will be conducted by Miss Josephine Adams Rathbone, Vice-Director of the Pratt Institute School of Library Science and Editor of the recent American Library Association list of "View-points of Travel."

Mr. Edwin H. Anderson, Librarian of the New York Public Library, pointed out, in his happy introduction to Mr. Ellsworth's speech, the importance that he placed on this series as a means of closer relations between the library profession and the publishers and booksellers of America. As New York is the leading publishing center, it seemed especially important he said, that these relations be close and intimate, and he spoke of the fact that the libraries were organized advertisers, as it were, for the whole book-reading idea, and not only did they increase the interest of books in their communities, which resulted in increased sales in the bookstores, but the general discussion of reading which libraries started thruout their communities was acknowledged by booksellers to be one of the important factors in increasing the interest in books and book-buying.

CLEMENT K. Shorter announces in the London *Sphere* that Doubleday, Page & Co. have engaged him to edit complete editions of Borrow and Brontë to match their complete Kipling. "These editions" he says, "will include much hitherto unpublished material and still more which the authors printed that has never been collected. It was one of the ambitions of George Borrow's life to see his translations of Scandinavian ballads in book form. This will now be done, and it is possible to revise his 'Bible in Spain' and 'Lavengro' from the original manuscripts in my possession."

MODERN DEVELOPMENTS IN RETAILING*

By Paul G. Ivey, Associate Professor of Economics and Commerce, University of Nebraska

With the permission of Professor Ivey the illustrative anecdotes in these lessons have been specially adapted to the book business by the editor of Publishers' Weekly.

KNOWING THE GOODS (Continued)

Granting all that has been said is true, the salesman may ask what is the best method of procedure in securing the knowledge for selling. Definite knowledge of all kinds is valuable, not so much because it convinces the customer, but because it convinces the salesman. When the latter is really convinced about anything, the customer is favorably impressed and often does not take the time to ascertain *why*. It is enough for her that a powerful motive based on knowledge lies back of the salesperson's attitude and talk. An accurate and valuable fund of knowledge respecting any book or group of books can be secured by making an intensive study.

How many ways there are in which each book is capable of appealing to the buyer can only be ascertained by careful study of the book. Such a study may be found quite difficult at first but soon will become pleasurable and produce business-getting methods. To appeal in each case to the most powerful buying motives is to sell goods economically, because the feelings closest to the surface, i. e., those most susceptible to suggestion, are the ones utilized.

If there is any doubt in the salesperson's mind how the knowledge requisite to effective selling can be secured, a few obvious sources of material may be suggested. The first of these is the goods themselves. Much of the time spent at present by salesmen in idling could very profitably be utilized in examining the things which they are daily handling, and in analyzing their characteristics and evidences of value.

Secondly, much valuable information regarding any book can be secured from the traveling salesman who sells it to the store. He may know qualities not seen on the surface. Usually he is enthusiastic about his line and will transmit this enthusiasm if given the chance. Unfortunately, this important source of information is not made use of in most stores, at least not by the salesperson. The buyer may profit by the salesman's information but only seldom does this information pass to the salesperson behind the counter in effective form.

Third, advertisements in magazines and newspapers give facts about the books that are invaluable. Especially is this true of trade papers. The publishers have studied their titles carefully and have tried to ascertain their most important elements of value. Not only this. They have spent much time and effort in working out the most effective manner of presenting these qualities.

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The salesperson should feel grateful that such pioneering work has been done for him. He should follow the advertisements from week to week or month to month and keep his selling talk fresh and effective by incorporating into it the ideas appearing in them.

The advertisements of the store should likewise be followed closely in order to see what things the store is especially offering and why they are being offered. Customers are invited to call at the store and look at definite, specified titles indicated in the advertisement. Sometimes when they answer such an invitation, the first salesman they meet is ignorant of just where these advertised items are to be found. Lack of confidence in the store's methods is thus generated in the customer, which it is later difficult to overcome. If the salesman knows a few important facts about goods in other departments and reads the store's advertisements concerning them, he can aid other departments by creating interest for the articles in the customer's mind; and in turn his own department will benefit by the intelligent understanding of its offerings by salesmen in other departments. Only by reading the advertisements of the store can knowledge of the store's goods be fully known, and co-operation between departments become a reality.

Fourth, publishers send out much advertising literature. Because this literature is sent free and oftentimes when not asked for, salesmen and retailers have sometimes secured the impression that such material is worthless. In reality, it couldn't be more valuable. Clever methods of displaying are suggested, and especially important and distinguishing features of the goods, clearly and forcibly stated. When a book has an element of interest which is not obvious, yet which in reality distinguishes it, it is indeed unfortunate if this distinction is not brought to the attention of the customer. The best selling points are not always obvious. If the publisher has seen fit to demonstrate the value of his book, it would seem a waste of time for the retailer and his salespeople not to learn how this value was created and use it.

The most important source of information is the store's reference library which should contain every essential reference book and be used continuously and indefatigably by every salesman.

Knowledge of goods has thus far been discussed from one standpoint, viz.: the elements that go to make up quality value. It is important that goods should be known from two other standpoints, viz: location and quantity.

(a) Location.

It is not merely enough to finally show the books desired by the customer. Time is an important element in the sale. Promptness in showing goods is one of the elements of

service and service is the reason for the existence of the store.

A systematic arrangement of stock is absolutely necessary. Whether the books are kept on counters or shelves, the exact location of each title should be definitely known. If remembering locations is found to be difficult a chart of the classification plan can be made and referred to from time to time until it is part of the fund of knowledge.

(b) *Quantity.*

Knowledge of the quantity of stock is to retailing what the safety valve is to the boiler—it prevents trouble. If the stock runs low an explosion by some customer takes place sooner or later and dollars are lost.

Further, there should be a constant review of stock so that all dead or surplus stock, and shop-worn volumes can be featured and closed out.

It is also important to make note of any books that are called for but which are not carried in stock. Possibilities of substitution should be considered and reasons ascertained why particular editions in question are called for.

It is the store's business to have in stock what a store of its kind and character customarily carries. If it fails to supply what custom and demand dictates, the store is failing to perform one element of service which is vital to its success.

Knowing the Customer

A prominent salesman once said, "Salesmanship is chiefly applying an intimate knowledge of human nature in selling." Others occupied in selling goods have also laid great weight on understanding human nature, while some have even gone so far as to say that the only qualification for salesmanship is a *complete* knowledge of the customer. From one viewpoint this latter assumption is true. The other three elements of salesmanship, viz: knowing the goods, knowing one's self and knowing the selling process, may be considered only as different aspects of knowing the customer. Self-confidence, ability to answer questions, and an interesting sales talk, acquired as the result of knowing the goods, are necessities to the success of a salesman, because human nature is favorably impressed with these requirements. Likewise the elements of character and personality; such as politeness, honesty and promptness, are emphasized by the scientific clerk for the simple reason that he understands human nature and knows that such qualities make a favorable impression. Knowing the selling process is merely understanding a part of human nature, viz: the working of the human mind. To ascertain how the mind arrives at a decision, implies an understanding of human nature.

If, then, human nature is the chief element in salesmanship, why should *four* elements be considered independently? Why shouldn't the three elements of salesmanship indicated above be subordinate classifications under the all important heading,

Knowledge of Human Nature? The answer to this is, that it is taken for granted that human nature is the *background* for selling; hence the elements of salesmanship should specifically state by what methods human nature can be reached. The present lesson, then, while entitled, "Knowing the Customer," recognizes that all salesmanship is knowing or understanding human nature as represented by the customer; but it likewise realizes that human nature has elements of likeness and difference which lend themselves to specific and effective methods of approach. It is to indicate this particular phase of knowing the customer that this and the next lesson is devoted.

Salesmanship is the art of persuading people to purchase goods which will give off lasting satisfactions, by using methods which consume the least time and effort. Such methods always discover the most vulnerable points in human nature and then concentrate on these. To do otherwise is to needlessly expend both time and energy, something which no salesperson can afford to do. Scientific selling is selling where conditions to the sale are understood. It is the opposite from haphazard selling or selling without plan and without anticipating what the results of certain operations will be. The unscientific salesperson doesn't know where he is going but he is on his way. The scientific salesman knows what methods he is using and what effect they will produce. He is operating intelligently. When he pulls a lever called an instinct, he realizes what reactions are taking place in the customer's mind; and he knows which levers are the most desirable to pull in different situations. If the unscientific salesman pulls the right lever in any situation it is entirely by chance; it is just as possible for the wrong lever to be pulled. In other words, the latter salesperson is working in the dark, while the former sees his operation distinctly by the light of knowledge. Certain motives for buying, certain instincts, are common to all people. Some are stronger in some people, others have greater influence with other people, but every person has certain instincts which, altho apparently dormant, if appealed to effectively will spring into activity and initiate action in the direction desired. A knowledge of these instincts is, then, very necessary in salesmanship. If known and understood they can be used as instruments with which to forge out sales. They are the points of contact that every selling talk should make use of; and just to the extent that these known aids to selling are intelligently utilized, can any sales talk be considered truly effective. From the standpoint of salesmanship, the following instincts are important.

1. *Possession.* People reluctantly part with that which they have once had in their possession. This fact is often illustrated in the case of children. A mother promises her child a picture book. The child's face lights up with pleasure but the matter is soon forgotten. Later on, the mother points out the

book on the counter in the store. When the time for purchase has come, the book is taken down to be wrapped up. The child begs to hold the book and is allowed to do so. Then the mother tries to persuade the child to return the book to the salesperson so that it may be wrapped up. Does she succeed? It is indeed an exceptional child if it doesn't struggle to maintain that which it has in its possession. The "mine feeling" is predominant. What a few moments before was just a book is now "my book." To relinquish it would be to give up a part of "self." This, every one (not only children) finds it most difficult to do; for when the instinct of possession is utilized in selling goods, the goods in a sense become a part of the customer. To construct this intimate relation between the customer and the goods is very necessary in the making of sales.

This fact is illustrated by the following incident. A large 5 and 10 cent store system was accustomed to display pocket flashlights on an open table, but due to the fact that many of them were broken or rendered useless by reason of the constant handling by customers, an order was issued to inclose all of this line of goods in a glass case. Three months later this order was rescinded and instructions were given to restore the flashlights to the open tables. In the brief period of three months it had been found that it was better to have large sales with some broken flashlights than to have small sales and no broken flashlights. When customers were permitted to handle the flashlights, i. e., were able to be in possession of them for a few moments and could operate them as their own, the instinct of possession was functioning, while this was not the case when the flashlights were displayed under glass. In selling goods the instinct of possession must constantly be taken into account.

Only in comparatively recent times have merchants made extensive use of this instinct. This is true not only as regarding the display of goods but also in the matter of returned goods. When, half a century ago in Philadelphia, John Wanamaker advertised that goods could be taken out of the store on approval, his competitors thought that he was insane. The latter believed that the public would impose on any store adopting such a policy. They did not realize that while some loss would result from this plan, this would be more than offset by the increased sales resulting from the appeal to the instinct of possession. Since this pioneer effort by a far sighted merchant most retailers have adopted the policy of goods sent out on approval. In fact, several large merchants in the Middle West adopted this policy about the same time as did Wanamaker.

"Goods sent out on approval" can be considered as only an extension of the principle of open display within the store. Within the store the customer can handle or possess any article for only a few minutes and the "mine feeling" oftentimes doesn't have time to harden or crystalize into decision. The longer

the period of possession, however, the stronger the "mine feeling"; so when the item is taken home for two or three days, time is given for this feeling of attachment, this feeling of reluctance to return a possessed thing, to develop.

2. *Curiosity.* It seems to be characteristic of human nature to speculate on the true significance of that which is not fully apparent. When a store sale is going on and the show windows are plastered so thick with announcements of the sale that what is transpiring inside is a matter of speculation, people stand outside "wondering" how many people are inside and whether there really are the bargains announced. Usually this wondering or curiosity can only be satisfied by entering the store and seeing for one's self. Again, because of little incidents certain people have dropped from time to time in their conversation with others, much speculation often arises as to people's ages, degrees of wealth, domestic happiness social connection, etc. Advertisements play upon the instinct of curiosity when they present puzzle pictures or problems to be solved. A cleverly written story appeals to this instinct when the outcome of the plot is uncertain. The reader's interest is maintained to the finish because he knows that he will not be "satisfied" unless he finishes the story i. e., his curiosity will not be satisfied. The public speaker giving a series of lectures holds the interest of his hearers thru the series by dropping hints as to what is going to be discussed, but he is careful not to give enough of the future lectures to satisfy the curiosity of his audience. A great evangelist holds the attention of his hearers partly thru use of this instinct. People "wonder what he is going to do next."

If the instinct of curiosity is capable of being utilized to such an extent in other fields hasn't it as great possibilities in retail selling? Efficient salespersons all over the country have answered this question in the affirmative. They have succeeded in appealing to the customer's curiosity in many ways.

The salesman can make good use of the instinct of curiosity in the first step of the selling process, i. e., in gaining the customer's attention. Phrases such as, "Have you heard of this new poet?"; "There are several features about this story which give it a touch of local color"; "This book has been black-listed by some society"; "It is only with the greatest difficulty that this book can be secured at the present time"; all these appeal more or less strongly to the instinct of curiosity. Something more must be added, of course to close the sale. When attention has been secured it devolves upon the salesman to give such further description that the customer will desire the books intensely enough to buy them. Specialty salespersons and commercial travelers often consider the sale three-fourths made if they can get an audience, i. e., the customer's attention. Curiosity, cleverly appealed to thru phrases such

as those described, is a valuable device in attracting customer's attention to the goods.

3. *Imitation.* It seems to be a fundamental trait of human beings to unconsciously imitate the sayings, doings and dress of others. Let one gaze into the open sky and soon a crowd of people are looking in the same direction. Let one stop and look intently into a show window and soon others will be doing the same. Let some fad come out and a following is rapidly secured for it. Let some one in a gathering yawn, chew gum, or smoke and the general tendency is to imitate these actions.

The salesperson often appeals to this instinct by saying, "These are good sellers," or "We sell a lot of these." The tendency is for people to buy what other people are buying. If we go to the box office for tickets for a show, and see that only a few tickets have been sold, the tendency is to turn away without purchasing, while a shortage of tickets induces us to quickly part with our money. Another salesperson will appeal to the instinct of imitation by quoting what some customer has said regarding a certain title. This is an indirect way of indicating that this particular customer has purchased this book, and is, therefore, especially effective. To directly state that Mrs. Jones has purchased a certain article can only be done in exceptional circumstances. Very often such a statement would be strongly resented as representing an attempt to influence the customer's opinion. Much care must be exercised in making such appeals so that the mechanism is not obvious. The mechanics of selling is a means to an end, viz: sales, and is not the end itself. When the method or technique of selling is more evident than the meaning of the method, then there had better be less method, or at least a change in it.

4. *Companionship.* People enjoy the companionship of others, and anything that will make others desire one's companionship is thought to be especially desirable. If any garment will make one more companionable; if certain house-furnishings will make people want to get acquainted with us; if rare books or engravings will make our companionship more sought after; in fact, if a customer can purchase anything that will make it more likely for people to want to become acquainted with him, he will be inclined to do so.

Human beings are gregarious animals. To be isolated from one's fellow beings is a great hardship. To be the center of attraction is a great source of mental comfort. What capacity for achieving this desirable end has any book? If this question is asked of every article the salesperson is selling and if a careful study is made to find an answer to it, new possibilities of appeal will be found. Some books, of course, have a greater capacity in this direction than others, but most all books have some capacity, directly or indirectly, of attracting people.

5. *Parental.* Mothers and fathers instinctively prize their children above everything

else. They will not hesitate to risk their own lives to save them from bodily injury, neither will they avoid expense if they believe the welfare of their children will be bettered thereby. Parents are responsible for the condition of their children's "social self," and in any particular case, if made to realize this by the salesperson, they will endeavor to protect it as they would protect their own "social selves," only to greater extent. The book salesman claims that children should have greater advantages than their parents had if they are to get anywhere in the world at the present time. The musical instrument salesperson sees a possibility of the child developing his taste for music. The hardware salesperson believes that the boy should have tools with which to develop his mechanical ingenuity. A picture salesperson tells the mother that certain pictures will inspire her children.

If the children are with the mother or father all the attention consistent with propriety should be paid them. The parents are pleased by any complimentary attention to their children. If the children shop without their parents they should be treated with every consideration because their likes and dislikes have weight with their parents.

6. *Vanity.* Where vanity is strong it has powerful potentiality for sales. Where it is prominent and appears to be a controlling factor in the customer's actions, it should be appealed to strongly and consistently; where it is slumbering beneath the surface, it may be awakened by a gentle but not insistent appeal.

Vanity is appealed to by repeating important remarks of the customer. One salesperson oftentimes says, "As you just said, etc., etc." or "The point you brought out is a good one," or "Your way of putting it was just right." If anything that the customer says is repeated, confirmed or enlarged upon, the customer unconsciously feels that her opinions are of some importance, and as a result a pleasurable sensation is experienced.

7. *Hunting.* People hunt for the joy of hunting. Sound-minded men will spend weeks of time and large sums of money in order to get a shot at a deer or follow the trail of some wild thing. Whether or not they bag any game is often immaterial; they have enjoyed the hunt. Because of the impelling power of this instinct men follow winding streams for miles in the hope of catching the wily trout. If one hole doesn't materialize the desired fish it is always the hole just around the bend that must have a "big fellow" in it. But whatever the result of the day's effort many men get keen enjoyment out of the effort itself.

Not only does the hunting instinct exhibit itself in the actions of men but likewise in those of the opposite sex. Most women like to shop. They too take keen pleasure in scenting out the "good values"; in getting bargains. In order to realize the truth of this assertion one need only observe stores where bargains or "specials" have been advertised.

IN THE FIELD OF THE RETAILER

*An Association of Bookstore Employees
Salesmen at Brentano's Organize for Greater
Efficiency*

A definite step toward organized co-operation in the bookstore was instituted by the employees of Brentano's at a meeting held on Thursday evening, January 8th, at which time the Brentano Employees Association was formed with the avowed purpose of bringing about better mutual understanding between members of the sales force, leading ultimately to greater efficiency in the retail book business. The project had been in the process of development for the past two months, but the meeting last week marked its first definite move. Its inception is interesting not only as an indication of organized progress in the retail field, but because it represents a concerted effort toward unity undertaken by the employees of one of the largest bookstores in the country, Brentano's having some 150 people on its sales staff.

In a sort of preamble to the articles of faith drawn up at this meeting, the employees state that they are spending the larger part of their time in making a living by working for Brentano's and that it is entirely within their power and province to make this task both pleasant and profitable by giving the best that is in them freely, not only to their employers, but also to those with whom circumstances have thrown them.

The three principles which are to guide them in the new organization are:

1. The belief that obedience, zeal, willingness and team work, so vitally important to the success of any business, spring only from loyalty and rest securely only upon a solid foundation of mutual respect.

2. Idealism is an important factor in the book business and should be cherished as a high standard of purpose by all who look upon the selling of books as a real profession.

3. It is a recognized fact that it is to the benefit of the organization as a whole to follow the accepted methods of modern efficiency. When it is made clear to all concerned that they will profit individually and collectively, and that the benefits of each are dependent upon a common interest in the matter, co-operation becomes an easily accepted fact.

The officers of the newly-formed association are: E. Eisele, chairman; A. Speiser, vice-chairman; Miss N. Ryan, secretary. An executive committee of three is made up of E. Eisele, A. Speiser and J. Loos.

Cater to the Business Man

In their common task of supplying books to meet the needs of sundry people in all things, at all times, librarians and booksellers are serving a similar cause. While striving to carry out their aims, they must needs look ahead, study the people whom they serve and

anticipate the wants of the public, before that diverse, many-sided public realizes that there are wants.

Out of the many groups of people that they both serve, it is up to the progressive library and bookstore to discover which particular class deserves special attention at this time. One librarian, Mr. Joseph L. Wheeler of Youngstown, has hit squarely upon the point of attack, for in an article entitled "The Library and the Business Man" published in the current number of the *Library Journal*, he states that it is the business man of the present who should have first claim to the attention of librarians—and booksellers. Why? you ask. Because they form one of the last groups in point of time to learn and firmly believe that books have a practical value in their vocations. Because their literature is hardly beyond its teens, and because business men, more than any other people, want what they want when they want it.

To create a taste for reading and to show a wide variety of vocational literature suited to present-day needs should be the aim and leading object of the up-to-date bookman, be he librarian or salesman. As a practical suggestion for the latter, Mr. Wheeler advises displaying the Appleton business series and the publications of the Ronald Press and the Shaw Co., and avoiding the "padded" types of business books which happily are becoming outlawed with the increase in adequately planned and carefully-written books.

As a side issue, but by no means an unimportant part of the subject, he calls attention to the privilege which lies in awakening the interest of business men in other branches of literature—in worthy fiction, essays and poetry, books of travel and biography. These men with trained minds and the wisdom which comes from contact with other men and events, offer a fertile field for the higher types of literature. Just as a hint of what may be done to arouse interest, Mr. Wheeler names such books as Gertrude Atherton's "The Conqueror," White's "El Supremo," Beveridge's "Life of Chief Justice Marshall," Beebe's "Jungle Peace," Hudson's "Far Away and Long Ago" and Lord Charwood's charmingly-written life of Abraham Lincoln—all of them first rate books which the business man of to-day will enjoy.

An enterprising Paris bookseller has inaugurated a grill room in conjunction with his establishment, so the January "Gossip Shop" tells us. Here the books are arranged in shelves which act as sort of enclosing screen to each table. This grill-room library is the scene of a weekly writers' luncheon, at the conclusion of which a noted critic delivers his opinions on the "book of the day."

AMONG THE PUBLISHERS

"RUPERT BROOKE and the Intellectual Imagination" by Walter de la Mare will be issued as a booklet by Harcourt, Brace & Howe sometime this month.

AMONG forthcoming titles from the Marshall Jones Co. is "The School of Sympathy," described as reminiscences in essay and verse by Julian B. Arnold, son of the late Sir Edwin Arnold.

HARPER & BROS. are beginning the publishing year with such leaders as "Hither and Thither in Germany" by William Dean Howells; "Rebuilding Newspaper Advertising" by Jason Rogers; and "A Year as a Government Agent" by Vera B. Whitehouse.

MME. PADEREWSKI is writing the biography of her famous husband which the Putnams are planning to bring out as soon as the book is finished. Arrangements for its publication were made by George Haven Putnam on his recent trip to Warsaw.

A VOLUME calculated to be of interest to men who are taking up work with export and import houses or are entering the foreign departments of banking institutions is A. C. Whitaker's book on "Foreign Exchange" published by D. Appleton & Co. The subject at best is a complicated one, but in this analysis intricate affairs seem comparatively simple.

THE Bobbs-Merrill Co. has found that the film production of Juliet Wilbor Tompkins "A Girl Named Mary" has brought the sale of the book up into noticeable prominence again. Book revival is too seldom brought about. Author, publisher and public are all well served when a good story gets renewed attention. The Century Co. has had the same experience thru the filming of "Slippy McGee."

AN extreme example of title confusion comes to notice in seeing the announcement that Tolstoi's play "The Living Corpse" is being published in London in a translation by Mr. and Mrs. Aylmer Maude under the title "Reparation." Nicholas L. Brown printed it in a translation by Anna Monoswitch Evarts under Tolstoi's own title, Arthur Hopkins condensed and reproduced it as "Redemption" and Boni & Liveright reissued this stage version with Hopkins introduction.

ADDED interest in the plays of Jacinto Benavente, published by Scribner, has developed thru the first performance of his celebrated drama of Spanish peasant life. "La Malquerida" which was given recently at the Greenwich Village Theater in New York. The translation from the Spanish was made by John Garrett Underhill, who represents the Society of Spanish Authors in the United States.

A NEW Harold Bindloss novel, "Wyndham's Pal," is scheduled for January publication by the Frederick A. Stokes Co.

DUNSANY's latest volume, "Tales of Three Hemispheres," has just been published by the John W. Luce Co. Filled with the characteristic Dunsanian spirit of fantasy and magic, these tales are described by a reviewer as stories of our own strange souls.

EARLY in the spring of 1920 Houghton Mifflin plans to produce a book by Katherine Mayo under the startling title of "That Damn Y——." The general public as well as every Y worker will be interested in this account, which will appear with the authority of the Y. M. C. A.

AMONG the new books that the Four Seas Co. is announcing for immediate publication is "Canaan," Graca Aranha's novel of life in Brazil, translated from the Portuguese by Mariano Lorente and containing an important introduction by Guglielmo Ferrero.

IN "Korea's Fight for Freedom," a new Revell book by F. A. McKenzie, the struggle of an ancient people towards liberty is described, while setting forth a strong denunciation of the Japanese policy of Imperial expansion. The author is known from his earlier book "The Tragedy of Korea" and from his association in the Far East with Jack London.

THE success of Johan Bojer's novel: "The Great Hunger" which in less than a year has gone into ten editions has persuaded Moffat, Yard & Co. that two new translations of equally popular novels and a biography of the Norwegian writer will be welcomed by his admirers in this country. On January 30th, therefore, they will publish "Treacherous Ground" which is to be brought out simultaneously in England by Hodder & Stoughton. The last of February "The Power of a Lie" will be published with an introduction by Hall Caine, and in March Karl Gad's biography of Johan Bojer will appear in a translation by Elizabeth Jelliffe Macintire.

THE publication of the Mellstock edition of "The Works of Thomas Hardy" was begun in December by Macmillan & Co. of London with the issue of "Tess of the D'Urbervilles" in two volumes. The complete series will consist of 37 volumes and will be sold only in sets. It is limited to 500 copies and it is of interest to note that all of these were subscribed for by the booksellers as soon as the first announcement was made. The edition will contain the complete writings of Mr. Hardy in prose and verse and will be uniform with Macmillan's well-known editions of Tennyson and Pater.

English Book-Trade News

From Our London Correspondent

NEW BUSINESS

Here and there one records the opening of a new bookshop. This is a hopeful sign. In the past, most folk who wanted to make a living were shy of going into the book-trade. A great pity that so delightful a calling should be so poorly remunerated. Yet new conditions are here. The war has revolutionized most things, and changes are coming over publishing and bookselling. These modifications are arriving from a variety of directions.

The publishing and selling of books are two distinct, definite fields, and we are beginning to realize how rich the soil has become after the digging and dressing that has been given it during the past many years. First, it must now be finally accepted that books will have to bear higher published prices. This is the most important modification which has to be made and realized. It comes about, chiefly, by way of demands on the part of the workers for a wage upon which they can enjoy some of the better things of life. This is justified. But then this change gets the man higher up disgruntled, which is but natural.

These higher costs started, first, by way of the abnormal paper prices; then up went the wages; along, also, came a demand for higher wages in the printing, binding and electrotyping businesses. Up went the prices again. Higher costs of every piece of material which goes into the making of a book, and the number of items are almost legion, higher costs of putting that book on the market, better terms to booksellers—all these things have forced the published price of a British book up a great deal, yet we make bold to say that in no other profession have prices risen so moderately. The old pre-war 6s. novel is usually found marked at 7s. to-day; occasionally you may find it somewhat higher, but often you may purchase it for 6s. 9d. No profiteering here. Fortunately, the buying of books during the past two years has been most encouraging, and the business being done this holiday season is splendid. If it were not for that, both the publisher and bookseller must have come to the opinion, even if they have not done so now, that books are not yet published at a price commensurate with the cost of producing them.

One thing these increasing prices will accomplish: fewer books—the bad and unnecessary ones will not find a publisher. Thank heaven for that. We've had enough, on both sides of the Atlantic of the ephemeral book for the past twenty-five years. If higher costs of production are snuffing it out, one may, indeed, be thankful. The good book—first novel or what not—must get a hearing. But who cares about the first book, which is, as the British say, nothing but "bosh." It is a great thing to know that its future is very much in jeopardy.

Books in Demand at the Library

The following books were in greatest demand in the public libraries of the United States during October and November according to *The Bookman*:

FICTION

1. The Re-creation of Brian Kent, by Harold Bell Wright. *Book Supply Co.*
2. The Four Horsemen of the Apocalypse, by Vicente Blasco Ibáñez. *Dutton.*
3. Dangerous Days by Mary Roberts Rinehart. *Doran.*
4. The Lamp in the Desert, by Ethel M. Dell. *Putnam.*
5. The Young Visitors, by Daisy Ashford. *Doran.*
6. Saint's Progress, by John Galsworthy. *Scribner.*

GENERAL

1. The Education of Henry Adams, by Henry Adams. *Houghton.*
2. Belgium, by Brand Whitlock. *Appleton.*
3. The Seven Purposes, by Margaret Cameron. *Harper.*
4. Theodore Roosevelt's Letters to His Children, ed. by Joseph Bucklin Bishop. *Scribner.*
5. Raymond, by Sir Oliver Lodge. *Doran.*
6. Analyzing Character, by Katherine M. Blackford. *Alden.*

Chicago's Daisy Ashford

Chicago, Ill., Jan. 12, 1920.

Editor, PUBLISHERS' WEEKLY:

We note your head line "Let's hear from an American Prodigy" in the PUBLISHERS' WEEKLY of Jan. 3. Here he comes!

We shall publish on Feb. 1 "In the Shadow of Great Peril," a 30,000 word story by Horace A. Wade, a Chicago boy 11 years old. The manuscript came to our attention with a letter written by Irvin Cobb to the boy's father, in which Mr. Cobb termed Horace a genius and said: "In my humble opinion this youngster of yours excels any eleven-year-old I ever met in *natural literary instinct and ability*. To my way of thinking he has imagination, he has a sense of balance and proportion most marvelously unusual, considering his age, and he has a wider choice of words than I should have believed it possible for a boy of his age to have."

George Ade has written a preface for this remarkable youngster's story, of which we enclose a copy. Herewith also are enclosed clippings from the *Chicago Tribune* and the *Chicago American* telling of the "arrival" of Chicago's youngest author. The Shaw episode related by the *American* is authentic. The boy wrote Shaw asking if he would read and criticise his manuscript. Shaw—incredulous—replied as related on an unsigned typewritten slip and the youngster "came back" with his picture.

We shall present this story exactly as the author wrote it. It is the actual unaided effort of a genuine boy.

REILLY & LEE CO.

CHANGES IN PRICE

Barse & Hopkins

Announce the following changes in list prices on the Robert W. Service books:

Cloth, 12mo	\$1.50	net
Embossed duratex, 12mo	3.50	"
Persian ooze, 12mo	4.00	"
Khaki, pocket edition	1.50	"
Flexible, pocket edition	2.00	"
Embossed duratex, pocket ed.	3.00	"
Persian ooze, pocket ed.	3.50	"
Cloth, illustrated large 12mo	3.00	"
Morocco " " " " " " " "	7.50	"
Rhymes of a Red Cross Man, Kit Bag ed. .	1.25	"

BRENTANO'S

Heartbreak House	\$2.00	net
Androcles and the Lion	2.00	"
Man and Superman	2.00	"
The Doctor's Dilemma	2.00	"
John Bull's Other Island	2.00	"
Misalliance, etc.	2.00	"
Three Plays for Puritans	2.00	"
Dramatic Opinions and Essays	4.00	"
Plays Pleasant and Unpleasant	4.00	"

THE CENTURY CO.

Has ready a new catalog with prices corrected to Jan. 17, 1920. It will be sent to anyone requesting it.

DOUBLEDAY, PAGE & CO.

Doubleday, Page & Co. announce many changes in prices in their new Trade Order List. Send for list of changes. All orders received on or before January 30th, will be billed at old prices.

FREDERICK WARNE & CO.

The Flower Book, Armfield (Constance and Maxwell)now \$2.50 net

Booksellers' League Twenty-Five Years Old

In January, 1895, an infant in the social life of the New York book-trade was born and began a useful career, with a good deal of healthy noise. It has kept itself well in evidence thru all the intervening years, as a unit for the recreation and pleasure of its members, and in support of various ways and means leading to the development of the art of bookselling. At some date in February next it is proposed to celebrate the silver anniversary of the Booksellers' League by a special dinner at one of the big hotels, and as ladies will be invited, there will be lots of dancing. The committee in charge is planning for a big night, and it would be advisable for the members, and their friends as well, to take note of the date and watch out for further announcements as to place, cost of tickets (which will be moderate, all things considered) and the list of speakers, who will be the guests of honor. These announcements will appear in the PUBLISHERS' WEEKLY as the plans develop.

Stationers' and Publishers' Banquet

The Stationers & Publishers Board of Trade will hold its forty-fifth annual banquet this year at the Hotel Pennsylvania on Saturday evening, March 13th. The personnel of the committee in charge insures a very successful affair. It includes W. C. Horn, H. C. Bainbridge, Jr., A. W. Williams, J. H. Schermerhorn, C. Bardenheuer, C. C. Davis and J. Howard Rhoades.

Obituary Notes

JOHN J. NEWBEGIN, the well-known bookseller of San Francisco, died suddenly in that city on January 2d. He was about sixty years old. For twenty years prior to starting as a regular retail bookman in 1906, he



JOHN J. NEWBEGIN

was identified with the subscription book business in California and the Coast. He is survived by a son who has been associated with him for some years past. The financial affairs of his house had just been adjusted when death came.

New York Gets Sell

CHICAGO, ILL.

JAN. 16, 1920.

FREDERIC MELCHER,
PUBLISHERS' WEEKLY,
62 WEST 45TH STREET

ON FEBRUARY 16 HENRY SELL WILL ASSUME THE EDITORSHIP OF HARPER'S BAZAAR. HARRY HANSEN WILL ASSUME THE LITERARY EDITORSHIP ON THE WEDNESDAY BOOK PAGE IN THE DAILY NEWS.

THERE WILL BE NO NOTICEABLE CHANGE IN THE CONDUCT OF THE DEPARTMENT. KEITH TRESTON WILL CONTINUE TO SINK 'EM WITHOUT WARNING FROM HIS FAMOUS PERISCOPE. JOHNNY WEAVER WILL CONTINUE TO PICK FIGHT WITH THE POET AND DISCOVER OFT AND ANON WORTHY CRIES IN THE NIGHT. BEN HECHT WILL GIVE THE RADICALS OCCASIONAL JOLTS AS IN THE PAST. PEP WILL REIGN SUPREME. SEE YOU SOON.

HENRY SELL.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abdullah, Achmed [Capt. Syyed Shaykh Achmed Abdullah Madir Khan el-Iddris-syieh el-Durani]

The man on horseback. 340 p. D '19 c. N. Y., J. A. McCann Co., 188 W. 4th St. \$1.75 n.

Story of an American cowboy who discovers an unknown chemical substance which leads to serious international complications and takes him and the girl he loves to Europe.

Alanne, Severi, comp.

Suomalais-englantilainen sanakirja; Finnish-English dictionary. 8+957 p. O c. Superior, Wis., Tyomies Pub. \$7.50

Aldrich, Mildred

When Johnny comes marching home. 286 p. pls. D c. '19 Bost., Small, Maynard \$1.35 n.

Sketches of France after the armistice.

Allen, William Frederick

Monographs [verse]. 68 p. D '19 c. Bost., Four Seas bds. \$1.25 n.

Anderson, Benjamin McAlester, jr.

Effects of the war on money, credit and banking in France and the United States. 7+227 p. O (Preliminary economic studies of the war, 15) c. N. Y., Oxford Univ. \$1 n.; Wash., D. C., Carnegie Endowment for Internat. Peace, 2 Jackson Pl. pap. gratis

Ashley, George T.

From bondage to liberty in religion; a spiritual autobiography. 226 p. D [c. '19] Bost., Beacon Press, 25 Beacon St. \$1.50 n.

Story of author's own religious life from childhood to the present time, with its transition from narrowest orthodoxy to a liberal religious faith.

Aikens, Charlotte Albina

Priary studies for nurses; a text-book for first year pupil nurses, containing courses of studies in anatomy, physiology, chemistry, hygiene, bacteriology, therapeutics and materia medica, dietetics, and invalid cookery. 4th ed., thoroughly rev. 528 p. il. (part col.) pls. fold. tab. O '19 Phil., W. B. Saunders Co., W. Washington Sq. \$2.25 n.

Atkeson, Mary Meek

The crossroads meetin' house; a country play for

Austin, Mary Hunter [Mrs. Stafford W. Austin]

Outland. 306 p. O '19 c. N. Y., Boni & Liveright \$1.60 n.

Christmas romance, having as a background the redwood forests of the West.

Bates, Rev. Carroll Lund

Democracy saving the world; a patriotic pageant, showing the growth of the spirit of democracy among the nations. 15 p. O [c. '18] Hobart, Ind., Parish Leaflet Co. pap. 25 c.

Bergman, Arvid M.

A review of the frozen and chilled transoceanic meat industry; by order of the Swedish government. 270 p. il. O [c. '16] [N. Y., G. E. Stechert & Co., 151 W. 25th St.] bds. \$1.50 n.

Blake, A. H.

Things seen in London. 159 p. pls. T N. Y., Dutton \$1.35 n.

Guide book to the points of interest in London.

Borel, Henri, and Goddard, Dwight

Laotzu's Tao and Wu Wei; tr. by Dwight Goddard. Wu Wei; an interpretation by Henri Borel; tr. by M. E. Reynolds. 116 p. D [c. '19] N. Y., Brentano's \$1.25 n.

Bourne, Randolph Silliman

Untimely papers; foreword by the editor, James Oppenheim. 230 p. D '19 c. N. Y., B. W. Huebsch, 32 W. 58th St. \$1.50

Collection of political essays, including The war and the Intellectuals and an unfinished work on the state.

Braithwaite, William Stanley Beaumont, ed.

Anthology of magazine verse for 1919; and Yearbook of American poetry. 14+320 p. O [c. '19] Bost., Small, Maynard bds. \$2.25 n.

country people, dealing with some of the problems of the church in rural communities. 35 p. O (Extension bull. v. 14, no. 7) [c. '18] Columbus, O., State Univ. Agric. Coll. Extension Service (out of print)

Bolduan, Charles Frederick, M.D.

Applied bacteriology for nurses. 3d ed., thoroughly rev. 194 p. D '19 Phil., Saunders \$2 n.

Borner, Florence

Modern poems for modern people. 158 p. O [c. '19] Bismarck, N. D., Florence Borner pap. \$1

The book of modern British verse. 19+270 p. S [c. '19 Bost., Small, Maynard \$2 n.

Brechner, Claude H.

Household physics. 7+304 p. il. diagrs. D [c. '19] Bost., Allyn & Bacon, 50 Beacon St. \$1.40

Browne, Waldo Ralph, comp. and ed.

Man or the state?; a group of essays by famous writers. 12+141 p. D '19 c. N. Y., Huebsch \$1

Seven essays describing the historical evolution of the state, pointing out its defects and outlining a nobler state-order. Essays are by P. Kropotkin, Henry T. Buckle, Emerson, Thoreau, Herbert Spencer, Tolstoy and Oscar Wilde.

Brylinska, A., and Smith, P.

Russian fairy tales; an accented Russian reader with notes and vocabulary. 1+247 p. O '19 N. Y., Dutton \$2.50 n.

Buller, Arthur Henry Reginald

Essays on wheat; including the discovery and introduction of Marquis wheat, the early history of wheat-growing in Manitoba, wheat in western Canada, the origin of Red Bobs and Kitchener and the wild wheat of Palestine. 15+339 p. il. pls. por. tabs. O '19 c. N. Y., Macmillan \$2.50 n.

Index. Author is professor of botany, University of Manitoba.

Bureau of Applied Economics

Docket of the National war labor board. 5 v. Q Wash., D. C., Bu. of Applied Economics, 921 Fifteenth St., N. W. \$100 (limited ed.)

Includes all documents other than awards published by the National War Labor Board, and contains excerpts from the original docket in all cases before the board.

Brackett, Aurick S., M.D.

My covenant; my life-work. 62 p. pors. S '19 c. Los Angeles, Cal., A. S. Brackett, 3851 Denker Ave., 75 c.; leath \$1.25; pap. 50 c.

Braun, Emil

Secrets of bread making, and economy and system in the bakery; a handy manual of up-to-date money-saving suggestions and form sheets for small and large bakeries, the result of years of study and practical experiments. [5th ed.] 206 p. il. forms O '19 c. N. Y., Bakers' Review, 233 Broadway bds. \$2

Bryn Mawr College. Reeling and Writhing Club

Humble voyagers; verses issued by the Reeling and writhing club of Bryn Mawr college. 313 p. D '19 c. Bryn Mawr, Pa., Bryn Mawr Coll. pap. 50 c.

Case, Ermine Cowles

The environment of vertebrate life in the late Paleozoic in North America; a paleogeographic study. 6+211 p. il. maps diagrs. fold. tab. Q (Publication 283) '19 Wash., D. C., Carnegie Inst. pap. \$3

Chinese National Welfare Society in America

The Shantung question, a statement of China's claim together with important documents submitted to the Peace conference in Paris. 191 p. maps D '19 San Francisco, Chinese Nat. Welfare Soc. in America pap.

Chambers, Robert William

The crimson tide; a novel; il. by A. I. Keller. 40+366 p. D '19 c. N. Y., Appleton \$1.75 n.

Novel depicting the effect of the crimson tide of anarchy that has swept across the world.

Cheng, Sih Gung

Modern China; a political study. 7+361 p. D (Histories of the nations) '19 N. Y., Oxford Univ. \$3.25 n.

Cole, Grenville Arthur James

Ireland the outpost. 78 p. il. maps O '19 N. Y., Oxford Univ. \$2.50 n.

Pictures Ireland as the outpost not only of England but of all Europe.

Cone, Helen Gray

The coat without a seam; and other poems. 8+100 p. D [c. '19] N. Y., Dutton \$1.25 n.

Constant de Rebecque, Henry Benjamin

Adolphe; éd. historique et critique par Gustave Rudler. 86+21+168 p. por. facsm. D (Modern language texts. French ser.: modern section) '19 [N. Y., Longmans] \$2.60 spec. n.

Cook, Sir Theodore Andrea

Henley races; with details of regattas from 1903 to 1914 inclusive and a complete index of competition and crews since 1839. 26+519 p. O '19 N. Y., Oxford Univ. \$9.25 n.; with author's Rowing at Henley, the 2 v. \$15 n.

Rowing at Henley. 22+182 p. il. diagrs. map. O '19 N. Y., Oxford Univ. \$9.25 n.; with author's Henley races, the 2 v. \$15 n.

Companion volume to "Henley Races," describing important facts and episodes about boat-racing on the Thames.

Crowther, James Arnold

A manual of physics. 20+537 p. il. D '19 N. Y., Oxford Univ. \$6.50

Church, Archibald, M.D., and Peterson, Frederick, M.D.

Nervous and mental diseases; with 350 illustrations. 9th ed., thoroughly rev. 949 p. double pls. O '19 Phil., Saunders \$7.50 n.

Cook, Rev. Charles Cyrus

The fourfold sonship of Jesus Christ. 40 p. D [c. '19] Chic., Bible Institute Colportage Assn., 826 N. La Salle St. pap. 20 c. n.

Cushman, Joseph Augustine

Recent foraminifera from off New Zealand. 593-640 p. pls. O (U. S. Nat. Mus. proceedings) '19 Wash., D. C., Gov. Pr. Off. pap.

Da Costa, John C., jr., M.D.

Principles and practice of physical diagnosis. 4th ed., thoroughly rev. 602 p. il. diagrs. O '19 Phil., Saunders \$4.75 n.

Da Costa, John Chalmers, M.D.

Modern surgery, general and operative. 8th ed., rev., enl., and reset with 1177 illustrations, some of them in col. 1697 p. pls. (part col.) O '19 Phil., Saunders \$8 n.

Davis, Edward Parker, M.D.

Manual of obstetrics. 2d ed., rev. 478 p. il. pls. D '19 Phil., Saunders \$3 n.

Digby, Kenelm H.

Immunity in health; the function of the tonsils and other subepithelial lymphatic glands in the bodily economy. 8+130 p. O '19 N. Y., Oxford Univ. \$3.50

Donne, John

Donne's sermons; selected passages, with an essay by Logan Pearsall Smith. 52+264 p. il. D '19 N. Y., Oxford Univ. \$3 n.

Doyle, Sir Arthur Conan

The return of Sherlock Holmes; engraved in the advanced style of Pitman's shorthand. v. 3. 126 p. il. S [n. d.] N. Y., Isaac Pitman & Sons, 2 W. 45th St. 80 c.

Drake, Paul Harris

Democracy made safe. 10+110 p. D '20 c. '18 Bost., Four Seas \$1.25 n.

Points out the fallacies of the present economic order and presents a solution of the question.

Eliot, Samuel Atkins, jr., ed.

Little theater classics. v. 2. 11+235 p. pls. D c. Bost., Little, Brown & Co., 34 Beacon St. \$1.50 n.

Plays adapted for one-act presentation at little theatres. Contents: Patelin; Abraham and Isaac; The loathed lover; Sganarelle.

Elwell, Ambrose

At the sign of the red swan; il. by Reginald F. Bolles. 216 p. col. front. D [c. '19] Bost., Small, Maynard \$1.60 n.

Story of the sea following the adventurous career of a youth from the coast of Maine.

Fisk, Walter Warner

The book of ice-cream. 18+302 p. il. fold. tab. D (Rural text-book ser.) '19 c. N. Y., Macmillan \$2.50 n.

Discusses the principles of ice-cream making and handling. Index. Author is assistant professor of dairy industry, New York State College of Agriculture at Cornell University.

Fiske, Charles, Bp.

The perils of respectability; and other studies in Christian life and service for reconstruction days. 224 p. D [c. '20] N. Y. and Chic., Revell \$1.50 n.

Addresses pointing out the apathetic contentment in religion and making a plea for a new spirit of service and sacrifice.

Flynn, William James

The barrel mystery. 265 p. D '19 c. N. Y., McCann \$1.75 n.

Story of crimes perpetrated against this country by that notorious group of operators whom author has tracked down. Author is chief, United States Secret Service.

Ford, Julia Ellsworth

Snickerty-Nick; il. by Arthur Rackham; rhymes by Witter Bynner. N. Y., Moffat, Yard \$1.75 n.

Recounts the adventures of a dwarf and a selfish giant.

Ford, Sewell

Torchy and Vee. 307 p. D [c. '18-'19] N. Y., E. J. Clode [156 Fifth Ave.] \$1.75

More humorous adventures of Torchy and Vee, making the seventh of author's Torchy books.

Fort, Charles

The book of the damned. 298 p. O '19 c. N. Y., Boni & Liveright \$1.90 n.

Presents evidence that has hitherto been ignored or distorted by scientists pointing to the proof of life in other planets and of communication between them and this earth.

Friedlander, Gerald, ed. and tr.

Jewish fairy tales and stories; with 8 il. by B. Hirschfeld. 103 p. D N. Y., Dutton \$1.50 n.

Stories collected from various Jewish writings.

Gaby, Mrs. Mary Isabel

The Bible as I see it. 240 p. pors. il. O c. '19 [Logansport, Ind.] Mary I. Gaby bds. \$1.50 n.

Goodnow, Minnie

Outlines of nursing history. 2d ed., rev. 2+375 p. il. pors. O '19 Phil., Saunders \$2.75 n.

Gordy, Wilbur Fisk

American beginnings in Europe. 2d rev. ed. 19+338 p. il. maps facsm. D [c. '12-'19] N. Y., Scribner 92 c.

Graetz, Heinrich Hirsch

Popular history of the Jews; tr. by Rabbi A. B. Rhine; with a supplementary volume of recent events, by Dr. Max Raisin; ed. by Alexander Harkavy. 6 v. pls. pors. O '19 c. N. Y., Hebrew Pub., 50 Eldridge St. \$12 n.; hf. leath. \$20

Dorland, William Alexander Newman, M.D., ed.

American illustrated medical dictionary; a new and complete dictionary of terms used in medicine, surgery, dentistry, pharmacy, chemistry, veterinary science, nursing, biology and kindred branches. 10th ed., rev. and enl. 1201 p. il. (part col.) O '19 Phil., Saunders limp leath. \$6 n.; with thumb index \$6.50

American pocket medical dictionary; containing the pronunciation and definition of all the principal terms used in medicine, surgery, dentistry, veterinary medicine, nursing, and kindred sciences; with over 60 extensive tables. 11th ed., rev. 717 p. S '19 Phil., Saunders \$1.75 n.

Edmunds, Charles Keyser

Modern education in China. 72 p. pls. O (Bu of Educ. bull. 44) '19 Wash., D. C., Gov. Pr. Off pap. Supt. of doc. 20 c.

Funk, David M.

The doughboy's poems of the world war while

over there; a book showing the doughboy's thoughts in poems from actual experience in the recent conflict in Europe. 61 p. D '19 Gettysburg, Pa., David M. Funk, Lutheran Theological Seminary

Garth, Thomas Russell

Mental fatigue during continuous exercise of a single function. 9+85 p. tabs. diagrs. O (Archives of psychology 41) ['18] N. Y., Science Press, Archives of Psychology, Sub-station 84 \$1.10; pap. 85 c.

Goodnow, Minnie

Practical physics for nurses; with 100 illustrations. 203 p. diagrs. O '19 Phil., Saunders \$1.75 n.

Graham, Edward Jordy

The eternal I, and other poems. 59 p. O [c. '19] New Orleans, Mrs. E. J. Graham bds. \$1

Griffith, John Price Crozer, M.D.

The diseases of infants and children; with 436 illustrations, including 20 pls. in col. 2 v. 1542 p. diagrs. O '19 Phil., Saunders \$16 n.

Hammond, Matthew Brown

British labor conditions and legislation during the war. 9+335 p. O (Preliminary economic studies of the war, 14) c. N. Y., Oxford Univ. \$1 n.; Wash., D. C., Carnegie Endowment for Internat. Peace pap. gratis

Harrison, Marie

The stolen lands: a study in Alsace-Lorraine. 206 p. map D '18 N. Y., Dutton \$2 n.

Account of the disputed question of the rightful ownership of Alsace-Lorraine.

Hart-Smith, J.

Recent discoveries in inorganic chemistry. 91 p. O '19 [N. Y., Putnam] \$1.40 n.

Account of the more important discoveries in inorganic chemistry during the past fifteen years. Intended as a supplementary text book.

Hill, Hibbert Winslow

Sanitation for public health nurses (the fundamentals of public health). 8+211 p. D '19 c. N. Y., Macmillan \$1.35 n.

Index. Author is executive secretary, Minnesota Public Health Association.

Hillis, Newell Dwight

Rebuilding Europe in the face of world-wide Bolshevism; a study of repopulation. 256 p. D [c. '20] N. Y. and Chic., Revell \$1.50 n.

Study of after war conditions in the various countries, with a consideration of the fruits of Bolshevism and a warning against this evil.

Holdsworth, Ethel

The training of Nan. 311 p. D [c. '19] N. Y., Dutton \$1.90 n.

Story laid among the Lancashire working folk by author of "Helen of Four Gates."

Holliday, Robert Cortes

Broome Street straws. 310 p. D [c. '19] N. Y., Doran bds. \$2 n.

Collection of humorous sketches.

Holmes, Eber

Commercial rose culture under glass and outdoors; a practical guide to modern methods of growing the rose for market purposes. 2d ed., heavily il. with the commercial roses of today. 196 p. fold. pl. D '19 c. N. Y., A. T. De La Mare Co., 438 W. 37th St. \$1.75

Hunter Blair, Sir David Oswald

A medley of memories; fifty years' recollections of a Benedictine monk. 11+305 p. pls. por. O '19 [N. Y., Longmans] \$5.75 n.

Autobiography and reminiscences of a Benedictine monk.

Jean-Aubry, G.

French music of to-day; with a preface by Gabriel Fauré; tr. by Edwin Evans. 32+262 p. D (Lib. of music and musicians) '19 N. Y., Dutton \$2 n.

Partial contents. French music and German music; The French foundations of present-day keyboard music; Studies and physiognomies; Music and poetry; French music in England. Index.

Johnston, Howard Agnew

Enlisting for Christ and the church. 10+180 p. D '19 c. N. Y., Assn. Press \$1; pap. 75 c.

Presents motives and methods for winning souls to Christ and emphasizes the value of group training for this work.

Jonson, Ben

Ben Jonson's Every man in his humour; ed. by Percy Simpson. 64+175 p. il. D '19 N. Y., Oxford Univ. \$3 n.

Jowett, John Henry, D.D.

"Come ye apart"; daily exercises in prayer and devotion. 254 p. D [c. '20] N. Y. and Chic., Revell \$1.50 n.

Contains a passage from Scripture, a thought and a short prayer for every day in the year.

Karsner, David

Debs; his authorized life and letters from Woodstock prison to Atlanta. 9+244 p. por. D [c. '19] N. Y., Boni & Liveright \$1.50 n.

Account of the life of Eugene V. Debs, with an intimate picture of the man and the part he has played in American life, including many of his letters.

Kennedy, M. de L.

Willie Frank of Stedley. 203 p. D [c. '19] N. Y., P. J. Kenedy & Sons, 44 Barclay St. \$1

Story for boys and girls.

La Guardia, Richard Dodge

A new English system for new American citizens; a beginner's textbook for the teaching of elementary English to coming and new American citizens. v. 1, Beginner's book—men's ed.; v. 2, Beginner's book—ladies' ed. ea. 63 p. il. O c. '19 Trenton, N. J., Y. M. C. A., Industrial and City-Wide Extension Dept. [129 State St.] pap. ea. 60 c.

Landor, Walter Savage

A daybook of Walter Savage Landor; chosen by John Bailey. 15+119 p. S '19 N. Y., Oxford Univ. \$1.25 n.; pap. \$1 n.

Heffernan, James A., and others

Fire college extension course and supplement to Fire department promotion examination instruction; the complete official instruction, in question and answer form given at the New York Fire College to firemen and engineers to assist in preparing them for the civil service examination for promotion to lieutenant; answers to most recent New York City civil service examination questions for promotion to deputy chief, battalion chief, captain and lieutenant; description, with original drawing, of every tool in use in the N. Y. fire

department; Fire College company school evolutions rev. to date; comp. and ed. by Solomon Hecht. 247 p. il. diagrs. fold. plans Q c. '19 N. Y., Civil Service Chronicle, 23 Duane St. pap. \$4

Hirst, John Cooke, M.D.

A manual of obstetrics; with 216 illustrations. 516 p. diagrs. D '19 Phil., Saunders \$3 n.

Kjerstad, Conrad Lun

The form of the learning curves for memory. 89 p. tabs. diagrs. O (Psychological monographs) [19] Princeton, N. J., Psychological Review Co. pap. 75 c.

Lane, Eleanor

Commonsense drawing; a manual with syllabus and instructions for teachers of drawing in graded schools. 113 p. il. (part col.) Q [c. '19] [Hackensack, N. J.] Krone Bros. bds. \$5

Lauder, Sir Harry MacLennan

Between you and me. 324 p. D '19 c. N. Y., McCann \$2.50 n.

Companion volume to author's "A Minstrel in France."

Lawrence, William, D.D.

The American cathedral. 55 p. D '19 c. N. Y., Macmillan bds. \$1 n.

Thoughts concerning the essential idea of the cathedral.

Lescohier, Don Divance

The labor market. 12+338 p. (13 p. bibl.) O (Social science text-books) '19 c. N. Y., Macmillan \$2.25 n.

Discusses the conditions of supply and demand in the labor market, the past, present and needed labor market machinery, and gives special attention to the common and farm laborer. Index. Author is associate professor of economics, University of Wisconsin.

Leverage, Henry

The shepherd of the sea; il. by Rudolph F. Tandler. 303 p. pls. D '20 c. '19 Garden City, N. Y., Doubleday, Page \$1.75 n.

Story of a shipwrecked man who is forced to accompany his rescuer, a missionary, into the great Northwest where thru suffering and love he finds his manhood.

Lewis, Randolph

Look up; sunshine treatment for shadowed lives. 275 p. D '19 c. N. Y., McCann bds. \$1.50 n.

Inspirational messages.

Living waters; or, Messages of joy; with an introd. by Dwight Goddard. 10+140 p. D [c. '19] N. Y., Brentano's \$1.50 n.

Spiritualistic messages.

Lomax, John Avery, comp.

Songs of the cattle trail and cow camp; with a foreword by William Lyon Phelps. 11+189 p. D '19 c. N. Y., Macmillan \$1.75 n.

Collection of cowboy verse.

MacClintock, Lander

The contemporary drama of Italy. 6+321 p. (12½ p. bibl.) D (Contemporary drama ser.) c. Bost., Little, Brown \$1.50 n.

Includes a brief analysis of the Italian dramatic genius and traces the development of the modern Italian theatre from its beginnings down to the present day. Index.

Lyons, Chalmers J.

A practical treatise on fractures and dislocations of the jaws, for students and practitioners. 102 p. il. O '19 Toledo, O., Ransom & Randolph Co., 518 Jefferson St. \$2 n.

McKinney, Thomas Emery

Life and education, and other essays. 119 p. O [c. '19] Vermilion, S. D., T. E. McKinney, 222 N. University St. pap.

Mathews, Basil Joseph

The human scene. 14 p. D (Essays on vocation) '19 N. Y., Oxford Univ. pap. 25 c. n.

McCulley, Johnston

Broadway Bab; front. by George W. Gage. 5+314 p. D [c. '19] N. Y., Watt \$1.50 n.

Story of a New York waitress who sets out to seek her fortune in a western mining town.

McGarrah, Albert Franklin

Practical inter-church methods. 335 p. D (Church efficiency ser.) [c. '19] N. Y. and Chic., Revell \$1.75 n.

Discussion of the principles and practice of co-ordinated church unity and effort.

McKenzie, Frederick Arthur

Korea's fight for freedom. 320 p. O [c. '20] N. Y. and Chic., Revell \$2 n.

Account of Japanese oppression in Korea and of this people's struggle for freedom.

Maloubier, Eugène F.

French-English practical phrase-book for English speaking tourists. 10+117 p. maps S '19 c. N. Y., Brentano's \$1.25 n.

Marcosson, Isaac Frederick

Adventures in interviewing. 314 p. pls. pors. facsms. O '19 c. N. Y., J. Lane \$4 n.

Account of author's experiences in interviewing a great number of prominent men and women, such as Lloyd George, Marshal Foch, Kerensky, Mark Twain, Marconi, David Belasco and Julia Marlowe. Index.

Mason, Caroline Atwater [Mrs. John Henry Mason]

Conscripts of conscience. 156 p. D [c. '19] N. Y. and Chic., Revell \$1 n.

Plea in story form for volunteers for medical mission work in the Orient.

Merrick, Leonard

The worldlings; with an introd. by Neil Munro. [New uniform ed.] 12+334 p. O [c. '19] N. Y., Dutton \$2 n. (1550 copies)

Miles, Susan

Dunch. 72 p. D (Adventurers all ser.) '19 N. Y., Longmans pap. 75 c. n.

Mons, Anzac and Kut; by an M. P. 4+251 p. maps O '19 [N. Y., Longmans] \$5 n.

Diary record of author's experiences during the war.

Morley, Christopher Darlington

Mince pie; adventures on the sunny side of grub street; il. by Walter Jack Duncan. 296 p. D [c. '19] N. Y., Doran bds. \$1.50 n.

Collection of humorous sketches.

Messick, Henry Lafayette

Citrus tree culture; facts on citrus trees and their diseases. 64 p. forms O [c. '19] Pomona, Cal., H. L. Messick, box 535 pap. \$1

Missouri. University. School of Journalism

Deskbook of the School of journalism. 6th ed.—1919, rev. by Robert S. Mann. 80 p. il. O (Journalism ser. '19) '19 Columbia, Mo., Univ. of Mo. pap.

Mock, Harry Edgar, M.D.

Industrial medicine and surgery; with 210 illustrations. 846 p. (23 p. bibl.) plans facsms. forms tabs. diagrs. fold. chart O '19 Phil., Saunders \$10 n.

Munro, Dana Carleton, and Sellery, George Clarke

A syllabus of medieval history 395-1300, 8th ed., by [first author]. A syllabus of medieval history, 1300-1500, and of the Reformation [5th ed.] by [second author]. Published by the Department of history of the University of Pennsylvania. 148 p. (16+14 p. bibl.) O '19 N. Y., Longmans bds. \$1.25 spec. n.

Murray, Sir James Augustus Henry, and others, eds.

A new English dictionary on historical principles; founded mainly on the materials collected by the Philological Society. v. 9: pt. 1, SI-ST; p. 2, SU-TH. 8+1211; 8+800 p. F N. Y., Oxford Univ. hf. mor. pt. 1, \$28.25; pt. 2, \$19; 2 v. in 1, \$47.25; hf. persian pt. 1, \$25.90; pt. 2, \$16.85; 2 v. in 1, \$42.75

Negro year book; an annual encyclopedia of the negro, 1918-1919; ed. [by] Monroe N. Work. 8+523 p. (20 p. bibl.) tabs. O '19 Tuskegee Institute, Ala., Negro Year Bk. Pub. Co. bds. \$1.25; pap. 75 c.

New York [City]. Department of Education

A syllabus of the world war for use in the elementary schools of the city of New York; adopted by the Board of superintendents, June 17, 1918. 64 p. maps O [n.d.] N. Y., Dept. of Educ., Park Ave. and 59th St. pap.

A syllabus of the world war for use in the high schools of the city of New York; adopted by the Board of superintendents. 104 p. il. maps O '18 N. Y., Dept. of Educ. pap.

Norgate, Edward

Miniatura, or the art of limning; ed. from the manuscript in the Bodleian Library and collated with the manuscripts by Martin Hardie. 29+111 p. D '19 N. Y., Oxford Univ. \$2

Unpublished work on miniature painting written between 1648 and 1650.

Oppenheim, Edward Phillips

The great impersonation; with il. by Nana French Bickford. 322 p. pls. D c. Bost., Little, Brown \$1.75 n.

Story of German espionage in which a German baron assumes the identity of an Englishman whom he resembles and thus undertakes work for the German cause.

Overton, Grant Martin

Mermaid; front. [in col.] by Henry A. Botkin. 295 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Morgan, Thomas Hunt

Contributions to the genetics of *Drosophila melanogaster*. 5+388 p. (bibls.) il. 12 pls. (4 col.) tabs. diagrs. Q (Publication 278) '18 Wash., D. C., Carnegie Inst. pap. \$7

Story of a sea foundling brought up on the Long Island coast.

Partridge, George Everett

The psychology of nations; a contribution to the philosophy of history. 10+333 p. (3 p. bibl.) O '19 c. N. Y., Macmillan \$2.50 n.

Two closely related studies of the consciousness of nations, the first dealing with motives of war, the second with the educational factor in the development of nations. Index.

Philadelphia. Bureau of Municipal Research

Workingmen's standard of living in Philadelphia; a report. 10+125 p. il. tabs. D '19 c. N. Y., Macmillan \$2.25 n.

Plater, Rev. Charles Dominic, ed.

Catholic soldiers; by sixty chaplains and many others. 157 p. D '19 N. Y., Longmans \$1.75 n.

Collection of answers to a number of questions sent out to ascertain how the religion of Catholic soldiers has stood the test of war.

Pond, Fred E. [Will Wildwood]

Life and adventures of "Ned Buntline"; with Ned Buntline's anecdote of "Frank Forester," and chapter of angling sketches. 139 p. pors. O '19 N. Y., Cadmus Bk. Shop, 133 W. 133d St. bds. \$5 (250 copies)

Life history of Col. Edward Zane Carroll Judson, known as Ned Buntline, telling of his career as a sportsman and angler, as a midshipman, as a soldier and as an author.

Rivoira, G. Teresio

Moslem architecture, its origins and development; tr. from the Italian by G. McN. Rushforth. 17+383 p. pls. figs. diagrs. Q '19 N. Y., Oxford Univ. \$21 n.

Roth, Samuel

Europe; a book for America [verse]. 11+107 p. D '19 c. N. Y., Boni & Liveright bds. \$1.25

Sayler, Oliver M.

The Russian theatre under the revolution. 15+273 p. pls. pors. O c. Bost., Little, Brown \$2.50 n.

Personal and critical record of the theaters of Moscow and Petrograd in the winter of 1917-1918. Index. Author is dramatic editor, *Indianapolis News*.

Shedd, George Clifford

The iron furrow; front. [in col.] by Henry A. Botkin. 277 p. D '20 c. '19 Garden City, N. Y., Doubleday, Page \$1.75 n.

Story of a man who undertakes to reclaim a section of barren alkali desert land in Arizona and who in spite of treachery and hardship wins out in the end.

Simpson, Robert

The bite of Benin "where many go in but few come out." 345 p. D '19 c. N. Y., McCann \$1.75 n.

Story of a young woman who, spurred on by a great purpose, goes to the heart of Africa.

Nieman, Herbert A.

The crawl stroke; il. drawn by the author. 21 p. D [c. '19] Cin., H. Nieman & Co., 937 Central Ave. pap. 25 c.

Sindell, Martin

Romance and reality. 455 p. pls. O c. Eau Claire, Wis., Paramount Pub. \$1.50
Sequel to author's novel, "Romance and Revolution."

Slater, Gilbert, ed.

Some South Indian villages. 265 p. il. pls. O (Univ. of Madras economic studies v. 1) '19 N. Y., Oxford Univ. \$5.65

Smith, Hester Travers

Voices from the void; six years' experience in automatic communications; with introd. by Sir W. F. Barrett. 18+164 p. D [c. '19] N. Y., Dutton \$2 n.
Personal experiences of a gifted psychic.

Smith, Justin Harvey

The war with Mexico. 2 v. 21+572; 13+620 p. (bibls.) maps O '19 c. N. Y., Macmillan \$10 n.

Story of our war with Mexico 1864-1848, much information being drawn from diplomatic and military records, local archives, vaults of historical societies, private collections, etc. Index. Author was professor of modern history, Dartmouth College.

Spadoni, Adriana

The swing of the pendulum. 462 p. D [c. '19] N. Y., Boni & Liveright \$1.90 n.

Novel dealing with the life-history of a modern American woman and portraying man's attitude towards sex and the true relationship between man and woman.

Strong, Helen, and Le Cocq, Maurice

The child's own art book. 47 p. il. Q [c. '19] N. Y., Brentano's \$2.50

Twenty reproductions of world-famous paintings accompanied by descriptive text.

Swift, Jonathan

Gulliver's travels, The tale of a tub, and The battle of the books. 8+599 p. D '19 N. Y., Oxford Univ. \$1.50 n.

Tassin, Algernon de Vivier

The craft of the tortoise; a play in four acts. 28+157 p. D N. Y., Boni & Liveright bds. \$1.50 n.

Taylor, Henry Charles

Agricultural economics. 10+439 p. il. maps tabs. O (Social science text-books) '19 c. N. Y., Macmillan \$2.50 n.

Study of the economic principles underlying the effective organization of the farm. Index. Author is chief of the office of farm management, U. S. Department of Agriculture.

Thucydides

Speeches from Thucydides; selected from Jowett's translation; with an introd. by Gilbert Murray. 78 p. D '19 N. Y., Oxford Univ. pap. 45 c.

Todd, Arthur James

The scientific spirit and social work. 9+212 p. O '19 c. N. Y., Macmillan \$2 n.

Points out the necessity that social work be based upon scientific principles. Index. Author is professor of sociology, University of Minnesota.

Wallace, Dillon

The ragged inlet guards; a story of adventure in Labrador. 256 p. pls. D [c. '20] N. Y. and Chic., Revell. \$1.50 n.

Boy's story of adventure in Alaska, ending with the thrilling capture of a German wireless station.

Ward, Florence

The singing heart. 308 p. D '19 c. N. Y., McCann \$1.75 n.

Story of a young woman who remained in a small mid-western town to keep house for her father and brother.

Ward, Harry Frederick

The new social order; principles and programs. 9+384 p. D '19 c. N. Y., Macmillan \$2.50 n.

Discussion of the nature and growth of the new social order which is evolving.

White, William Patterson

Lynch lawyers; with front. by Anton Otto Fischer. 8+387 p. D c. Bost., Little, Brown \$1.75 n.

Wild west story by the author of "The Owner of the Lazy D."

Whitin, Cora Berry

Wounded words. no paging S '19 c. Bost., Four Seas bds. \$1 n.

Collection of charades.

Williams, Gail

Fear not the crossing. 126 p. D [c. '20] N. Y., Clode \$1.25

Spiritualistic messages.

Wilson, Woodrow

The wisdom of Woodrow Wilson; being selections from his thoughts and comments on political, social and moral questions; comp. and with an introd. by Charles J. Herold. 20+196 p. T (Wisdom ser.) '19 c. N. Y., Brentano's limp leath. \$1.50 n.

Winnington, Laura

The outlook story book for little people. [New ed.] 10+207 p. il. D [c. '02] N. Y., Macmillan bds. \$1.25 n.

Wolfson, Arthur Mayer

Outline for review civics. [New ed.] 80 p. S [c. '13-'19] N. Y., Am. Book Co. 36 c. n.

Yale University. Library

List of medical serials in the libraries of Connecticut. 92 p. O New Haven, Ct., Yale Univ. pap. gratis

Zamacois, Eduardo

Their son; The necklace; tr. by George Allan England. 15+186 p. D (Penguin ser.) '19 c. N. Y., Boni & Liveright bds. \$1.25 n.

Two short novels of everyday life by this Spanish author.

Prentice-Hall federal tax service, 1920; changes in the law, methods of handling inventories, depreciation, sale of assets, individual and corporation returns, revising of returns and refunds. [Advance sheets from the Prentice-Hall federal tax service for 1920.] 39 p. O c. '19 N. Y., Prentice-Hall, 70 Fifth Ave. pap.

U. S. Artillery. 324th Field Artillery. Battery D.

The trial of Battery D, Three hundred and twenty-fourth heavy field artillery, American expeditionary forces; officially pub. by the battery. 156 p. il. pors. facms. Q [Marietta, O., R. Le Rue Cober] \$5 n.

RARE BOOKS, AUTOGRAPHS AND PRINTS

Catalogs Received

Music and Musical Literature

Old and rare, second-hand and new books. Harold Reeves, 210 Shaftesbury Ave., London, W. C. 2.
Clearance Catalog of New, Shop-worn and Second-hand Books

H. R. Hunting Co., Inc., Springfield, Mass.
Second-hand and Shelf-worn Law Books

Frederick Bros., 3 Pine St., Albany, N. Y.

Rare Books and Choice Editions

(459 items). From the stock of the Gardenside Bookshop, 270 Boylston St., Boston.

First Editions, Rare Books, Old Prints

(No. 7; 779 items.) Meredith Janvier, 14 West Hamilton St., Baltimore, Md.

Fine and Rare Books

Frank C. Browne, 44 Bromfield St., Boston.

Auction Calendar

January 22nd at 2:30 p. m.

Library of the late Dr. Isaac Hull Platt, of Philadelphia, containing unusual collection of works relating to Shakespeare and the Bacon-Shakespeare controversy. (No. 1250; 467 items) Stan V. Henkels, Philadelphia.

January 22nd and 23rd afternoons

Miscellaneous books and autographs from the library of A. E. Housman (No. 1459; 654 items) The Anderson Galleries, New York.

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A set of very fine impressions of J. M. W. Turner's "Liber Scriptorum" plates will be on exhibition at the print gallery of the New York Public Library during January and February.

From an autograph letter of Charles Reade recently sold at auction it appears that Harper & Bros. had the opportunity of publishing "The Cloister and the Hearth," Reade's masterpiece, and declined to print it.

A bibliography of the writings of Sir William Osler, covering a period of forty-nine years and including 730 items, was published in celebration of his last birthday. It included a great range of subjects beside those pertaining to medicine and medical history.

English booksellers and collectors know how it seems to go to an important auction sale and have "G. D. S." buy eighty per cent of the items including all of the greatest rarities. It is about twenty years since auction attendants began to get used to just such experiences here.

It is now reported that the library of the University of Virginia, which was destroyed in 1895, contained a copy of Shakespeare's plays, of 1610, similar to the Gwynn copy that H. C. Folger, Jr., recently bought for \$100,000 and that it was a gift from Thomas Jefferson. The evidence does not appear to be very conclusive. But if there are any more copies in existence we are sure to hear about them pretty soon.

The Antiquarian Society, of Worcester, Mass., has a collection of upwards of 20,000 bookplates. Its collection of plates engraved by Edwin Davis French is the largest in this country and is now on exhibition. It numbers over 400 items and the Society also owns French's own manuscript record of plates in which he has entered the various states which is invaluable for future reference.

The Library of Congress has acquired from England three manuscript volumes of the "Journal of Proceedings of the Commissioners of Trade and Plantations," covering the periods of 1672-74, 1677-79, 1684-86. These volumes are of the first importance to students of the relations between Great Britain and the American Colonies. Chief-Assistant Griffen declares that "no other transfer to this country of foundation records ranks with it in importance."

Part 4 of Volume 16 of "Book Auction Records," issued by Karslake & Co., London, completes the records of the last book auction sale season and contains 2833 records. The total number of records for the four quarterly parts is 14,146, and the current number contains a complete index to the four parts, making a volume of 604 pages. The sales included in the present part are practically all English, the notable American sales having

RARE BOOKS, AUTOGRAPHS AND PRINTS

been given in the three preceding parts. The value of this reference work is growing more apparent every year.

In a recent sale at Sotheby's, in London, a series of eighty-one autograph letters of Lord Nelson, written to Captain Locker of the Royal Navy, ranging in date from August 12, 1777 to December 29, 1800, brought \$3,650. The original manuscript of Sir Walter Scott's "The Riever's Wedding" brought \$130; the autograph poem of Burns, "On Seeing a Fellow Wound a Hare with a Shot," \$500; a poem by Byron, "I Enter the Garden of Roses," \$300; and a letter by Thackeray, \$128.

The S. S. Rosenstamm collection of etchings and prints by Rembrandt, Durer, Zorn and others, including an original painting by Zorn will be sold at the American Art Galleries on January 27. The collection of etchings by Zorn is the most important ever offered for sale in America. The Rembrandt etchings consist of twenty-five examples, some of which are from the great European collections and are the finest possible to obtain.

The complete figures for the sale of selections from the Britwell Court Library, sold at Sotheby's, in London, December 16, has reached this country and it is now possible to see exactly what was done. The catalog contained 108 items and were bought by six buyers. George D. Smith bought 83 items, paying £85,705; Bernard Quaritch, 18 items, £20,546; Maggs Brothers, 2 items, £3000; "Best," 1 item, £460; "Mortimer," 1 item, £250; Dobell, 1 item, £105. It was really a battle between Smith and Quaritch, all others getting only five minor items amounting to £3,615. The sale realized £110,356. All of the purchases of George D. Smith and a part of those of Bernard Quaritch will come to this country. The average price per item was \$4,745.58.

William Morris and the Kelmscott Press were the forerunners of a revival of fine printing in England and America. Immediately after Morris's beginning there were improvements in book papers, inks, type faces and private presses and book clubs multiplied on both sides of the Atlantic until old and successful publishers were obliged to wake up and cater to the growing demand for better book-making. This interest began to show some signs of waning when the Great War came and put an end altogether to this class of books. Such publications as those of the Kelmscott Press, Doves Press, Vale Press, the Grolier Club and the Riverside Press Special Editions showed a decided return to popular favor in the prices brought at auction last year, and the prices this season have been even higher. There is a sure and safe market for the finely made book and a revival of interest in fine printing is not far distant.

F. M. H.

The Bookbinding Situation in London

Substantial increases have just been awarded to the bookbinders of London, according to reports just received, which will materially increase binding costs on all works. This has followed similar allowances to printers.

The *British and Colonial Printer and Stationer* reports that:

"All the information to hand points to the fact that bookbinding leathers are going to become both scarcer and dearer. The feature of the situation is the heavy demand in all countries and the high prices by American leather tanners and bootmakers. All the fancy leathers are being sought after for a multitude of purposes other than bookbinding, and the boot people in particular are in a position to offer prices which would debar the use of leather in the binding trade. Generally speaking, calfs are still beyond the reach of the trade, and rough basils, goats and fleshers are taking their place. Rough Persians have been offered at 3s. 9d. per square foot. Contracts are booking at 2s. 9d. per square foot, an exceptionally cheap price. Basils are obtainable in buff, red and purple, but some other colors have to be made to order, stocks being impossible to accumulate. Prices vary considerably, as low as 1s. 0½d. per foot being asked for small skins. The average price for good sound skins is nearer 1s. 5d., and even more for stout grades. Pigskin is difficult to secure and prices are hardening considerably, reaching from 4s. per foot upwards. Skivers are keeping round about 10d. to 1s. per square foot, and supplies are not by any means adequate to fulfill the demands without delay.

"Book cloths have had their advance, and it may be presumed that no further increase will be made. Calicoes are in the same position, except that fluctuation is likely to be more frequent. The top price has probably yet to come. Linen threads and tapes have about touched the high water mark, and some stability may be looked for. There are a few houses outside the big combine offering standard lines of thread, made up for hand or machine sewing at very reasonable figures.

Imitation leathers of the rexine and pluvinsin brands are finding wider application than ever owing to the price and inconvenience of leather."

A report of a recent speech of Mr. F. Grey, Chairman of the London Master Bookbinders' Association will interest American binders in its comments on conditions.

Times were difficult, he said, but he believed they were entering into an era of prosperity for the bookbinding trade. The speaker went on to show that in America and in Germany things were even more difficult. Prices of material and labor had advanced much more rapidly in America than in this country, so they need not fear competition from that quarter in their particular business.

The Publishers' Weekly

62 West 45th Street, New York

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To foreign countries.....	\$7.00
Single copies, 15 cents. Educational Number, in leatherette, 60 cents, Christmas Bookshelf, 25 cents.	

Advertising Rates

Front section (full pages only).....	\$50 00
Back Section—	
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Half page	25 00
Quarter page	12 50
Eighth page	6 50
One-sixteenth page	3 50

The above rates are for unspecified positions. Special rates for preferred positions.

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "Wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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A Mid-Winter Book Season—January 19th to February 28th, With the Slogan "Give a Thought to Books!"

The American Booksellers' Association urges that all retailers and sellers of books in every field give the plan their careful attention and full cooperation. It is proved that cooperation counts in book distribution, and this offers another notable opportunity.

The retail field reports from every direction a prosperous Fall and Christmas business. Stocks are low for January 1st, and decks cleared for aggressive business. There will be less clearance than usual and practically no "remainders." It is new books the public are now buying heavily, and six weeks of well planned and aggressive selling at the best home-reading time of the year should help the retailer exceed his fine totals of last year.

THE WEEKLY BOOK EXCHANGE

Books Wanted and For Sale

BOOKS WANTED

J. N. Adams & Co., Buffalo, N. Y.
Four Dragons, S. S. Krebs.

William H. Allen, R. F. D. 1, Temple, Pa.
Beers, English Romanticism, 2 vols.
Brown, C. B., first editions.
Crane, Stephen, Anything, date unimportant.
Gomperz, Greek Thinkers.
Grew, Growth of a Planet.
Hegel, History of Philosophy, 3 vols.
Jespersen, Progress of Practical Reason.
Kent, Critique of Practical Reason.
MacPherson, Co-op. Credit Ass'ns in Quebec.
Maria Monk or the Black Nunnery.
Otis & Holbrook, Mythological Japan.
Schauffler, Through Italy With the Poets.
Slosson, Dumb Fox Glove and Other Stories.
Thackaberry, Aids to Electricians' Exams.
Tucker, Natural History of Language.
Wallas, Life of Francis Place.
Weekley, Romance of Words.
Weston, Studies in Arthurian Legend.
Whitney, Sanskrit Roots and Verb-Forms.
Gray, Introduction to the Old Testament.
Rawlinson, Five Great Monarchies, vol. 3.
Scott, Kingdom of the Messiah.
Jellinek, Declaration of Rights of Man.

John R. Anderson, 31 West 15th St., New York
Fronde's England, vols. 11 and 12.
Send for list of other books wanted.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Booklover's Shakespeare, State binding, number of volumes and condition.
Hardy, Complete Works, Harper, 20 volumes.
Little-Brown, 18 volume Daniel Webster.
Zola, Keats and Shelly.
Putnam edition of Franklin.
Drummond's Natural Law in the Spiritual World, 2 copies.

Antique Book Store, 118 Summit St., Toledo, O.
How He Won Her, old novel.
Russell's Gt. American Rivers.
Bancroft's Pacific Railroad.
Lorenzo, Dow, Life Ant'o'y, Sermons.
Anything on King Solomon of the Bible.
Rose's Machine Shop Practice, in 1 and 2 vols.

Arcade Book Shop, 223 N. Eighth St., St. Louis, Mo.
The Wolf, T. B. McCord, Rickey.
New Era of Thought, Hinton.
Right Knock, Van Andersen.
Great Psychological Crime.
Harmonics of Evolution.
Great Wars.

Wm. M. Bains, 1213 Market St., Philadelphia
Bishops, History of American Manufactures.
Dawson's Unknown Country, pub. Hearst.
Jones, Some unpublished letters of H. D. and Sophie E. Thoreau.
Living Races of Mankind, 2 vols.

Baker & Taylor Co., 354 Fourth Ave., New York
Anderson and others, Library of Southern Literature.
Moulton, Library of Literary Criticism.
Taft, History of Amer. Sculpture, 2 copies.

The Banks Law Publishing Co., 23 Park Place, New York
Ames on Forgery.

Baptist Standard Publishing Co., 701 Slaughter Bldg., Dallas, Texas
Expository Sermons on Phillipians, Robert Hall.

Barnie's Bookery, 725 E St., San Diego, Cal.
Phylos, Dweller on Two Planets.
The Classic of Purity.

Barnie's Bookery—Continued

Masonic Cyclopedias, and kindred.
Flemings, Tanning, or similar.
Chinese Rabbits, Anything relating to.
Brill, A. A., Psychoanalysis, or kindred.
Bliss, Carman, Friendship in Art.
Friedmann's or other Trade Candy Recipes.

Barr Book Shop, 24 West Orange St., Lancaster, Pa.
Haskins & Hull, History of Higher Education in Penna.
Rupp, Early History of Western Pennsylvania.
Madeleine, An Autobiography.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.
Lovell's Folly, by Hentz.

The Beacon Book Shop, 64 West 40th St., New York
Francois the Waif, Juvenile.
Kobbe, How to Appreciate Music.
Grossmith, Diary of a Nobody.
Loti, Rarahu, or, Marriage of Loti.
England, Geo. A., Darkness and Dawn.
New Zealand, ill. by Pember-Reeves.
Mencken, American Language.

C. P. Bensinger Co., Codebook Dealers, 25 Whitehall St., New York
Western Union Universal Code.
A B C Fifth—A1 Telegraph Code.
Lieber's Standard Code.
Any Amer. Foreign Code.
Ribeiro Portug. Code.
Kelly's Directory of World.

Berkeley Bookshop, 2238 Telegraph Ave., Berkeley, California

Bandelier, A. F. A., The Golden Man.

W. Beyer, 207 Fulton St., New York
Green, Filligree Ball.
Jerome, Three Men on a Bummel.
Blackford, Character Analysis.
Dictionary of Electr. Engineering, Hobart.
Hueffer, When Blood is Their Argument.
Essays in London, by Henry James, Harper edit.
Britannica, Handy vol.

The Blackstone Memorial Library, Branford, Conn.
Keeler, Our Northern Shrubs and How to Identify Them, Scribner.
Van Dyke, Counsels by the Way, Crowell, 1908.
Alexander Hamilton Institute Modern Business, 24 vols.

James D. Blake, 1033 Mills Bldg., San Francisco
Noel Humphrey's Art of Writing.

Brentano's, Fifth Ave. and 27th St., New York
Seneca's Morals, nice old edition.
Lang's Anging Sketches.
Russell's Collection and Recollections.
Barbour's American Glassware.
Barbour's Anglo-American Pottery.
Bryant's Dictionary of Painters and Paintings, Macmillan.

William Fourth, by Wilkins.
Mrs. Fitz Herbert, by Wilkins.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Zola's Nana.
Radot's Life of Pasteur.
Jonathan Edwards, complete works.
Plain Commentary on the Gospels, 2 vols., 8vo, cloth, old book.

Albert Britnell, 815 Yonge St., Toronto, Can. [Cash]
Squares of Seven, a Method of Cartomancy.

Brown & Baker, 1024 Alakea St., Honolulu, Hawaii
The Pearl, a magazine of 3 vols., 1879-81.
Fornander, Polynesian Researches, 3 vols. or vol. 3.

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Burnham Antique Bookstore, P. O. Box 2068, Boston [Cash].

Following by Dickens, in the Collier edition, red cloth, with portrait of Dickens on the front cover in upper left hand corner:
Martin Chuzzlewit, 2 vols.
David Copperfield, 2 vols.
Dombey and Son, 2 vols.
Rowlandson's Narrative.

Cadmus Book Shop, 213 West 34th St., New York
Swift, History of Old Yarmouth.
Harvey's Weekly, vol. 1, nos. 15, 16, 17, 21, 26, 32.

Campion & Company, 1316 Walnut St., Philadelphia
Bashful Ballads, Burgess.
Charles Lester's Letters and Recollections, by Ribbesdale.
Egypt, pub. A. & C. Black, colored illustrations.
Colonial New York, Schuyler.
On the Servant, Warner.
Thoughts on Hunting, Beckford.

Carnegie Lyceum and Library, Houston, Texas
Jordan, D. S., and Everman.
Jordan, American Food and Game Fishes.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
Winjum, Manual of Physical Exercises.
Rand, McNally, Business Atlas, 1918.
Russell, Flying Dutchman.
Cunningham, Practical Anatomy, 2 vols.
George, Horoscope Delineator.
Jamieson, Grammar of Logic.
Mabie, My Study Fire, first ed., red lea.
Smith, Fruits and Farinacea.

C. T. Cearley, 1128 J Street, Fresno, Cal.
Eisen, Raisin Growing, pub. by H. S. Crocker Co.

Central Book Co., 933 Nassau St., New York
Knowlton, Cases Criminal Law.
Lewis Blackstone, 4 volumes.
Law Student's Text and Case Books.
Blackstone Institute Law Library, 15 volumes.
La Salle Univ. Law Library, 14 volumes.

Geo. M. Chandler, 75 East Van Buren St., Chicago
Yule, Marco Polo, Travels, 2 vols.
Ross, Fur Hunters, 2 vols., 1855.
Ross, Adventures of First Settlers, etc., 1849.
Palmer, Joel, Narrative, 1847 or 1851.
Montaigne, Essays, Hazlitt's ed., 3 vols.
Lamb's Works, Pafraet Book Co., 12 vols.
Kipling, Outward Bound, 26 vols.
Kingman, Tour of the West, 1842.
Horace, Translated by Martin, 2 vols.
Hamerton, Etching and Etchers, 3rd ed., 1880.
Franklin, Autobiography, H. M. & Co., Limited ed.
Dowden, Life of Shelley, 2 vols.
Carver's Travels, 3rd ed., 1781.
American Book Plates, Ex Libris Se.
English Book Plates, Ex Libris Se.
French Book Plates, Ex Libris Se.
German Book Plates, Ex Libris Se.
Ladies' Book Plates, Ex Libris Se.
La Bruyere, The Characters, Nimmo, 1885.
Morier, Hajji Baba.
Patterson, History of the Backwoods, 1843.
Piozzi, Mrs. Thrale, Autobiography, 2 vols.
Stevenson's Works, Thistle ed., 27 vols.
De Maupassant, Works, De Luxe ed., 17 vols.
Chateaubriand, Memoirs, 6 vols.
Crawley, Mystic Rose, 1902.
Elworthy, The Evil Eye, 1895.
Metternich, Memoirs, 5 vols.
Peck, Kingdom of Light.
Garnett, Twilight of the Gods.
Dana, Chas. A., Reminiscences.
Ingalese, History and Power of Mind.
Cabell, Cream of the Jest.
Bentley, Trent's Last Case.
Lady Dorothy Neville's Letters.
Archo Volume.
Le Bon, Psychology of People.
McClintock, J. H., History of Arizona, 2 vols.
Aristotle, Metaphysics, Bohn Liby.
Rackham, Mother Goose.

Geo. M. Chandler—Continued

Taylor, Bayard, Travels in Sweden, Denmark and Lapland.
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Ross, Life of Beardsley.
Swift's Works, 2 vols., Bohn Liby.
Petronius Arbiter, Bohn ed.
Jackson, Robt., Military Discipline, 2nd ed., 1845.
Wells, Herbert, The Yoke.
Jackson's Eighteen Nineties.
Ross, Theory of Pure Design.
Lowell, Guy, Italian Villas and Farmhouses.
Max Beerbohm, More.
Max Beerbohm, Yet Again.
Norton, J. S., Addresses.
Wiggin, K. D., Old Peabody Pew.
Montesquieu, Spirit of Laws.
Clarise, Amateur Art, 5th ed.
Adams, Democracy.
Jowett's Plato's Republic.
Lewis & Clark, 2 vols., 1814.
Lewis & Clark, ed. by Coues, 4 vols.

The Chemical Catalog Co., Inc., 1 Madison Ave., New York

Dumesney & Noyer, Wood Products.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.
Illinois State Hist. Soc. Jl., vols. 1, 2, vol. 3, nos. 1, 2, 4; vol. 7, no. 1.
Marcosson, War After War.
Benton, Hist. and Legal Exam. of Dred Scott Case.
Nordhoff, Communistic Societies of U. S.
Hindes, American Communities.
Armor, Lives Governors Pennsylvania.
Gordon, History Pennsylvania.
Coxe, Carolina.
Chemical Abstracts, vols. 1-3.
Bibliophile Soc., Fisk Oration.
Webster's Unabridged, Merriam edn.
Franklin, Any scarce books by, or imprints, also autograph letters and MSS.
Land Grant, Pamphlets, relating to West, any.
Luís Sigea Dialogues.
Bourne, Philippine Islands.
Grimshaw, Fiji, its Possibilities.
Grimshaw, Fiji to the Cannibal Islands.
Grimshaw, Sorcerer's Stone.
Grimshaw, Red Rob of Bismarks.

Charles W. Clark Co., 128 West 23d St., New York
Irvine, From the Bottom Up, Doubleday.

The John Clark Co., 1486 W. 25th St., Cleveland, O.
America, Sept. 7 and Oct. 5, 1918.
Gas Engine, October 1915.
Sales Management, October 1919.
Fallows, Popular and Critical
Bible Encyclopedia and Scriptural Dictionary.

City Library, Springfield, Mass.

Johnson, Isle of the Shamrock, Macm.
Maupassant, Pierre et Jean, trans. by Clara Bell.
St. Hill, Grammar of Palmistry.
Stewart, Christmas Book; Griffith, 2 copies.

Cole Book & Art Co., 85 Whitehall St., Atlanta, Ga.
The Picture of Dorian Grey, Oscar Wilde.
Sometime, 2 copies.
Putnam Hall Cadets.
Putnam Hall Mystery.

Colgate University Library, Hamilton, New York
Journal of Physical Chemistry, vols. 1-18.
Young's Fractional Distillation.

The College Book Store, Lagonda Bank Bldg., Springfield, Ohio

Hebrew Bible, O. T. only, large print, 8vo.
Gesenin's Hebrew Lexicon, translated by Robinson.
Clark's Commentary.

Columbia University Library, New York

Oaten, European Travellers in India During 15th, 16th and 17th Centuries, Kegal Paul.

Julius T. Corkran, Portland, Tenn.

The White Rose of Memphis.
50,000 Miles on a Destroyer (Reid), by Batty, 2 copies.

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Crist Book Shop, 381 Wabasha St., St. Paul, Minn.
Travel Magazine, Oct., Nov., Dec., 1906; Jan., Feb., Mar., and Apr., 1907; Jan., Feb., Mar., May, June, July, 1910.
National Geographic, Sept., 1913.
J. B. Jones, Wild Western Scenes.
Fins, Feather and Furs, numbers 1, 2, 3, 5, 6, 10, 11.

Edward L. Dean, 296 West 11th St., New York
Life of Thos. Betterson, R. Lowe, 1891.
Elizabethian Playhouse, W. J. Lawrence, 2 vols., 1912-13.
Bayle Dictionary, 5 vols.
Very unusual Dickens Items, and Thackeray.
Poe's A. L. S. or Mss.
Limited sets of Standard Authors, unbound.
Irish Books.
Autograph Letter of Mrs. Thrale to S. Johnson.
Maeterlinck, Limited edition, 19 vols.
Defoe, first editions.
Poe, first editions.
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Little He and She, Juvenile.
White Rose of Memphis.
Du Bowes' Life of William Yancey.
Drayson's Proper Motions of the Stars.
Set of Frankonian Stories, Abbott.
Hitchens' Green Carnations.
Simon Scruggs.
Occasional Thoughts, Horace Seaver.
Feurbach's Essence of Religions.
Seiss, Miracle in Stone.
Sacred Books of the East Series, any, second-hand.
Woman's Bible, by Eliz. Stanton.
Life of Francis Marion, Horace.

Dennen's Book Shop, 19 East Grand River Ave., Detroit, Mich.

Wilkaires, Ethics of Diet.

Detroit Public Library, Detroit, Mich.

Bartholomew, J. G., Literary and Historical Atlas of Europe.
Braithwaite, W. S., Anthology of Magazine Verse, 1913.
Business Training Corp., Course in Business Essentials, volume 7, How Business is Organized.
Harrop, H., Monograph on Flavoring Extracts.
Kretschmer, Albert & Rohrbach, Dr. Carl, The Costumes of All Nations from Earliest Times to 19th Century.
Lob, Walter, Electrochemistry of Organic Compounds.
Lytle, John Horace, Letters that Land Orders.
Nagel, Oskar, Producer Gas Fired Furnaces.
Nolman, Worthington C., Talking Points and Selling Arguments.
White, Edmund, Analytical Reagents, Standards and Tests.
American Foundrymen's Association Transactions, volume 25, 1916.
Japan, Department of Finance, Financial and Economical Annual of Japan.
Taft, Lorado, History of American Sculpture.
Aeronautics, no. 223, Jan. 23, 1918.
Institute of Chemistry of Gt. Britain and Ireland, Indexes to volumes 1917 and 1918.
Automotor Journal, Index to vol. 23.

DeWitt & Snelling, 1609 Telegraph Ave., Oakland, California

Bormer, Black Eagle Mystery.
Bormer, Castlecourt Diamond Case.
Chester, Wallingford & Blackie Daw.
Conrad, Tales of Unrest.
Cutting, Little Stories of Courtship.

DeWitt & Snelling—Continued

Doyle, Poison Belt.
Goodrich, Gleam O' Dawn.
Haggard, Elissa (also Black Heart and White Heart).
Haggard, Red Eve.
Haggard, Swallow.
Haggard, Yellow Dog.
Hopkins, Raccoon Lake Mystery.
Hugo, St. Denis.
Lewis, The Bass, 7 copies.
Litchfield, Moving Finger Writers.
Leblanc, Arsene Lupin, Return of Lupin.
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Locke, At the Gate of Samaria.
Locke, Study in Shadows.
Locke, White Dove.
Merwin, Charmed Life of Miss Austin.
Norris, Poor Dear Margaret Kirby.
Oppenheim, As a Man Lives.
Oppenheim, The Beloved.
Oppenheim, Pay Envelopes.
Patterson, Cruise of the Motor Boat Conqueror.
Patriarche, Tag.
Pattallo, Sheriff of Badger.
Reeve, The Old English Baron.
Russell, Mystery of the Ocean Star, Romance of a Midshipman.
Sand, Bagpipers.
Seltzer, Range Finders.
Spearman, Mountain Divide, Nerve of Foley.
Stevenson, Lodging for the Night.
Stowe, Pearl of Orr's Island.
Trollope, Orley Farm.
Twain, Capt. Stormfield's Visit to Heaven.
Van Loan, Big League.
Wells, Chain of Evidence.
White, Sign at Six.
Winter, Little Joan.

James F. Drake, 4 West 40th St., New York

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Janvier, Aztec Treasure House, first ed.
Smith, Colonel Carter, first ed.
Collier, History Eng. Dramatic Poetry, 1831.
Hergesheimer, Any first ed.
Hawthorne, House of Seven Gables, 1851.
Bergengren, Jane, Joseph & John, first ed.
Morley, Parnassus on Wheels, first ed.
Chas. H. Dressel, 552 Broad St., Newark, N. J.
I. C. S. Reference Library, B. 65.
Andreae, Fama Fraternitatis.
Begley, Nova Solyma, Samuel Gott.
Brugel, Johann V. Andrae.

Daniel Dunn, 677 Fulton St., Brooklyn, N. Y.

Sir W. Scott, Irish Sketches, or Set containing.
Ripley's Races of Europe, vol. 1 only.

E. P. Dutton & Co., 681 Fifth Ave., New York

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Dunlap, W.:
Life of William Guthrie, 1796.
The Virgin of the Sun, New York, 1800.
The Italian Father, New York, 1810.
History of New York for Schools, 1837.
History of The American Theatre, 1832.
History of New Netherlands, New York, 1839.
Darby's Return, New York, 1787.
Edward's Butterflies, odd volumes.
Gracian, Art of World Wisdom.
Guizot, History of France, English edition.
Haggard, My Garden Year, original cloth binding.
Jerome, Three Men in a Boat.
Kingsland, Esoteric Bases of Christianity.
Kipling, Aft the Funnel, first edition.
Le Gallienne, Quest of The Golden Girl.
London, Love of Life and Other Stories.
Phillips, The Hungry Heart.
Steinson, F., Pirate Gold.
Steel's American Campaigns.
Tarkington, Monsieur Beaucaire.
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Wells, Tales of Space and Time.

Peter Eckler Publishing Co., P. O. Box 1218, New York

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 Appleton, Cyclo. American Biography, 6 vols.
 Appleton, Cyclo. Applied Mechanics, 2 vols.
 Bailey, Cyclo. Amer. Agriculture, 4 vols.
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 Century Dicty. and Cyclopedia, 11 vols.
 Chamber's Cyclo. English Literature, 3 vols.
 Champlin, Cyclo. Painters and Painting, 4 vols.
 Ferguson, Hist. Architecture in all Countries, 2 vols.
 New International Encyclopedia, 23 vols.
 Sturgis, Dicty. Architecture and Building.
 Benet, For the White Christ.

Eerdmans-Sevensma Co., 208 Pearl St., N. W., Grand Rapids, Mich.

Encyclo. Britannica, Hany Volume edition.
 Thompson, Hand of God in American History.
 R. E. Thompson, Stone Lectures, 1891.

Paul Elder Co., 239 Grant Ave., San Francisco
 Great Pyramid, R. A. Proctor.

Lavengro, Borrow, illus. by Claude Shepperson.
 Conigsby, Disraeli, illus. by Claude Shepperson.
 Old Court Suburb, Leigh Hunt, Claude Shepperson Illus.

Up Along and Down Along, Eden Philpotts, Claude Shepperson Illus.

Caravan Ways, Illus. by Claude Shepperson.

Goodchild, Illus. by Claude Shepperson.

Burns' Poems, Illus. by Claude Shepperson.

Christmas numbers of:

The Illustrated London, 1909, 1910, etc.

The Graphic, 1909, 1910, etc.

Pears Annual, 1910, '11, '12, '13, '14, '15, '16, '17.

Rackham's Book of Pictures.

Bill the Minder, Illus. Rackham.

Days with Fairies, Illus. Rackham.

Child's Garden of Verse, Illus. Rackham.

School for Scandal, Illus. Rackham.

Ballad of Bean Brocade, Illus. Rackham.

Sensitive Plant, Shelley, Illus. by Chas. Robinson.

The Secret Garden, Illus. by Chas. Robinson.

The Four Gardens, Illus. by Chas. Robinson.

Our Sentimental Garden, Illus. by Chas. Robinson.

The Prologue to Repentance, Illus. by Chas. Robinson, pub. Heineman.

Caricature Series, Gowan & Grey.

Novels of Paul de Koch, Illus. by John Sloan, pub. 1902-1905.

Porcelain, A Sketch of Its Nature and Art and Manufacture, Wm. Burton, F.C.S., pub. Cassells.

Geo. Engelke, 855 No. Clark St., Chicago [Cash]

Steller Astrology.

Singer, Allgemeines Kuenstler Lexicon.

Hanish, Health and Breath, Inner Studies and Anyalsita.

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Stones of Venice, cloth.

Huc's Travels in China.

Mistresses of the Popes.

All must be in fine condition.

The J. K. Gill Co., Portland, Oregon

Bonds as Investment Securities.

Annals of the American Academy Political and Social Science, no. 2, vol. 30, 1907.

Gimbel Brothers, Philadelphia

Red Saunders, Henry Wallace Phillips.

Gittman's Book Shop, 1225 Main St., Columbia, S.C.

Miss Mulock, Is It True?

Forslund, Old Lady No. 31.

Alfred F. Goldsmith, 42 Lexington Ave., New York

Cabell, Eagles Shadow.

Cabell, Cords of Vanity.

Cabell, Hidden Way.

Any books by James Branch Cabell.

Hergesheimer, The Lay Anthony.

Anatole France, Letters First Series.

Anything by Anatole France.

Saltus, When Dreams Come True.

Saltus, The Transient Guest.

Anything by Saltus.

Goldsmith Book and Stationery Co., Wichita, Kansas

Peloubet's Notes, for 1919.

Goodspeed's Book Shop, 5A Park St., Boston

Adams, C. F., Life in New England Town.

A. L. A. Portrait Index.

Arnold, Passages in Wandering Life.

Bailey, Cyclopedia of Horticulture.

Bench and Bar of N. H.

Blunt, Gordon at Kharborun.

Blunt, Secret Hist. English Occupation of Egypt.

Bodley, Cardinal Mannine and Other Essays.

Bridgehampton, L. I., N. Y., Memorials of.

Buchanan, James, Hist. North Amer. Indians, Lond., 1824.

Bucher, Dr., American Practice.

Camden, S. C., Historic, by Kirkland, 1905.

Carroll Co., N. H., by Merrill.

Castillo, Capt. Conquest Mexico, 2 vols., 1803, Lond.

Clinch, Missions of Calif., 2 vols., S. F., 1904.

Cockburn, Henry, Life of.

Cutcliffe, Hyne. McTodd; Capt. Kettle. Master

of Fortune; Trials of Commander McTurk.

Cutter, L. Y., Cypress Leaves.

Davidson Co., Tenn., Hist. of Phila., 1880.

Dexter, England and Holland of Pilgrims.

Douglas, Panmure Papers, Pitman.

Goodwin, Pilgrim Republic.

Harrison, Frederic, Choice of Books.

Hogarth, Wandering Scholar in Levant, Murray.

Hone, Table Book.

Hubbard, Hist. of New England.

Long, Life in Four Continents.

Ludlow, Dramatic Life As I Have Found It, '88.

Maine, Hist. of, by Williamson, 1832, vol. 2 only.

Maxwell, Life and Letters of 4th Earl Clarendon, 2 vols.

Mitra, Life Sir John Hall, Longmans.

Mumford, Rugs.

Narragansett Club Pub., vols. 5 and 6.

Noble, Mass., Court of Assistants, vol. 2 only.

Pollard, Poster in Miniature, Lane.

Ripley, H. J., Life Ann Sumner Winn.

Rowell, G. P., 40 Years Advertising Agent.

Russell, Bertrand, Philosophy of Leibnitz, Putnam.

Russell, The Ship, Her story, Stokes.

Saunders, Maritime Law, latest ed.

Siberian Railway, Guide to.

Simms, Wm. Gilmore, Pelayo, 3 vols.

Stanmore, Sidney Herbert Murray.

Stone, D. T. N., Cape Cod Rhymes.

White, 500 Dollars and Other Stories.

Whitman, Drum Taps.

Willoughby, H. L., Across Everglades, 1898.

Wise, Henry, Biog. Sketches of, 1856.

Wordsworth, 1838, vol. 2 only.

Yellow Book.

Genealogies: Baker, 1889.

Barcroft.

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Easterbrook, 1891.

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Gibbs, Descend. of James, of Bristol.
Hart, by J. M. Hart.

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Willis, Worship of the Old Covenant.
Commentary on the Hebrews, Westcott.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N.Y.
Encyclopedia Britannica, 11th edition.
Hichens, Green Carnation.
Ashmore, Business Woman.
Billock, Irish Pastorals.
Thomas Heywood's Plays, 6 volumes, edited in 1874
by John Pearson.
Armory, Life of John Sullivan.
Gunter, Billy Hamilton.

Benj. F. Gravely, Martinsville, Va.

Fiske, Writings on Early Days in Our Country.
Winwood Reade, Martyrdom of Man.
Dumas, Great Men in Their Dressing Gowns.
Wilkie Collins, Moonstone.
Mystery Stories by Carolyn Wells, Mary Roberts
Rinehart.
Chamberlain, Simplified Grammar of Japanese.
Chamberlain, Practical Intro. to Study of Japanese.

Grimwood's, 20 No. Tejon St., Colorado Springs,
Colo.

Bibby's Annual for 1919.
Brocklebank Riddle, by Hough Wayne, 5 copies.

Hall's Book Shop, 361 Boylston St., Boston

Bury, J. B., Idea of Progress.
Havens, Catherine E., Diary of a Little Girl in
Old New York.
Cynthia, by Merrick, 2nd edition.
The Great Galeoto.

M. C. B. Hart, 255 West 112th St., New York

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E. Higgins Co., Toledo, Ohio

Lassamoir, by Zola.
Nana, by Zola, English translation.

Walter M. Hill, 22 East Washington St., Chicago
Dumas' Works, vol. 17, limited illustrated library
edition, Little, Brown.
Handbook of Masonry, John C. Weis, several copies.
Parke's Human Sexuality.

Himebaugh & Browne, Inc., 471 5th Ave., New York

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Book of Ships, Chatterton's.
Goff's Florence and Rome, black color books.

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Royal Girls.
Masterpieces of Eloquence, Collier & Son, 25 vols.
Child's Book of Knowledge.

Hunter & Co., 105 East Broad St., Richmond, Va.

Confessions of a Child of the Century, Alfred De-
Musset.

H. R. Hunting Co., Inc., 29 Worthington St.,
Springfield, Mass.

Fairbanks, Stories of Rocks and Minerals for the
Grammar Grades, pub. Educational Pub. Co.

G. W. Jacobs & Co., 1628 Chestnut St., Philadelphia
St. Francis, by Le Monier, 2 copies.

J. H. Jansen, Caxton Bldg., Cleveland, O.

Baxter, Colonial Architecture in Mexico, 10 vols.
Chateaux of Touraine, Illustrated by Jules Guerin.

Meredith Janvier, 14 West Hamilton St., Baltimore,
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Norris, F., Blix, first edition.
Norris, F., McTeague, first edition.
Hergesheimer, Gold and Iron, first ed.
Roosevelt, Letters to Children, first ed.
Thayer, Life and Times of Cavour, first ed.
Morley, Chris., Parnassus on Wheels, first ed.
Joline, A. H., Edgehill Essays, 1911.
Joline, Rambles in Autograph Land, first ed.
Donnelly, E. O., Cactus or Thorn Blossoms.
Marks, H. K., Peter Middleton, first ed.
Vance, Wm., God's War, pub. Tenny. Neely.
Poe, E. A., Works, Ingram edition, illus.
Cather, Willa S., My Antonia, first ed.
Loti, P., Phantom From the East.
Philo Judens, good edition.
Morley, Chris., Rocking Horse, etc., firsts.
Whitman, Leaves of Grass, first edition.
Don Quixote, Scribner's Japan edition.
PHELPS, W. L., Advance of Eng. Novel, first ed.
Ibanez, Four Horsemen, first ed., N. Y.

Johnson's Bookstore, 391 Main St., Springfield,
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Edw. P. Judd Co., P. O. Box 1892, New Haven, Ct.

Rhodes, Good Men and True, Holt.
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Black, New Primary Methods, 2 vols., 1909.
New International Encyclopedia, second ed.

J. W. Killinger, 140 Cedar St., New York

3000 Receipts, T. Elwood Zell, Phila., 1866.

Kleinteich's Book Stores, 1245 Fulton St., Brooklyn,
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Rousseau's Confessions, a good library edition.

Raiders, Crockett, Macmillan.

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Selecta Poemata Italonne, London, 1740.

Quinque Illustreum Poetarum Luses.

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Hart's History of Italian Renaissance.

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Five Great Skeptical Dramas, Owen.
History of Materialism, Lange.
Emily Dickinson's Poems, complete in 1 vol.
Paul Verlaine, trans. by Gertrude Hall, Stone & Kimball, 1895.
The Morgan Horse, Lindsay.
Dartmouth College, Causes (or Cases) vs. the Supreme Court of U. S.
Van Tyne, Letters of Webster and Mason.
House of Souls, Machen.
Biogen, Coues, Estes.
Buddhist Catechism, Olcott, Estes.
Hawthorne and His Circle, pub. Harper.
Journal of H. M. S. Enterprise in Search of Sir John Franklin, Capt. Richard Collinson, London, 1889.
Journal of a Cruise Made in Pacific Ocean, etc., by Commodore Porter, 2 vols., 8vo, 1815, or 2nd ed., 1822.
David Copperfield, 2 vols., Gadshill ed., red cloth, copy suitable for binding.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
Collected Poems of Lionel Johnson, Macmillan.
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Modern Advertising, 1907, Calkins & Holden, old ed.

Loring, Short & Harmon, Portland, Me.
His Hour, Glynn, Appleton.
Right Side of Nature, Crowe, Coates.

Los Angeles Public Library, Los Angeles, Cal.
A. L. A. Booklist, vol. 2, nos. 1, 2, 3; vol. 3, no. 3; vol. 4, no. 5; vol. 10, no. 7.
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N. J. Archives, vol. 22.

Newark Free Public Library, Newark, N. J.

Elementary School Journal, Sept., Oct., 1917; Jan., Feb., April, 1918.
 Fine Arts Journal, Feb., July, Dec., 1918; Feb., 1919.
 Journal of Geography, vol. 1, complete; vol. 2, all except no. 6; vol. 3, nos. 1, 2, 3, 4, 8. Title Pages and Indexes to volumes 1 to 6.
 Kindergarten Primary Magazine, October, 1916.
 Nature Study Review, Dec., 1912; Oct., 1915.
 Plant World, Sept., 1906; Feb., 1910.
 Rudder, February, 1917.

New York State Library, Albany, N. Y.

Swinerton, The Casement, Duffield.
 Butler, Way of All Flesh, Dutton.

W. W. Nisbet, 12 South Broadway, St. Louis,

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 Beer, British Colonial Policy, 1754-1765, Macm.
 Hodges, Guide to the Bible, D. Page.
 Reinsch, American Legislation, Century.
 Woodworth, Poetical Works, ed. by Son, 2 vols., 1861.
 Heard, Shakespeare, as a Lawyer, Boston, 1883.
 Hone, Diary, 1828-51, ed. by Tuckerman, 2 vols., Dodd, 1889.

Ernest Dressel North, 4 East 39th St., New York

Apuleius, The Golden Ass, Tudor translation.
 Bloc, Modern Russian Poetry, Dutton.
 Browning, Men and Women, London, 1855, first ed.
 Clayton, English Costume, Black.
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 Farrar, St. Winifred's.
 Geoffrey Tory, Riverside Press, 1909.
 Hazlitt, Works, Collected set.
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 Pushkin, Poems, Boston, 1888.
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 Sutherland, Eight One-Act Plays.
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 Valentine's Manuals, 1841, '46, '48.
 Wallace, The World of Life.
 Whaling, Log Books.
 Whittier, Snow-Bound, Boston, 1866, first ed.
 Willocks, The Wingless Victory.
 Wood, W. N., Wheel of Progress, 1853.
 Wood, Frankwei, New York, 1859.
 Wood, Wandering Sketches of People and Things, Phila., 1849.

N. A. Phemister Co., 42 Broadway, New York

American Telephone and Telegraph Commission Leaflets.
 Cotter, The Authentic History of U. S. Steel Corporation.
 Cushing, Parliamentary Practice, 1907.

The Pilgrim Press, 14 Beacon St., Boston

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 Coulton, Chaucer and His England, Putnam.
 Stephenson's Shakespeare's London, Holt.

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 Gordon, Further Adventures of Robinson Crusoe.
 Putnam's Magazine, January, 1868.
 Times War Pictures, Sept. 10, Dec. 24, 1914; Sept. 16 and 23, Oct. 7 and 21, Nov. 25, Dec. 2, 9, 16 and 30, 1915; Jan. 6, 13 and 27, Feb. 3, 10 and 17, Mar. 9 and 23, April 13 and 27, May 11, July 13 and 20, Aug. 3 and 10, 1916.
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